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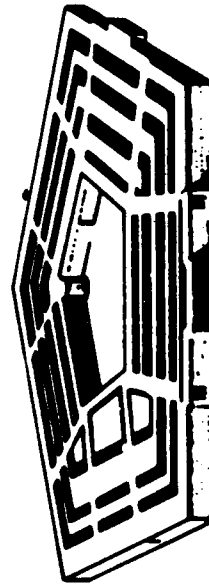
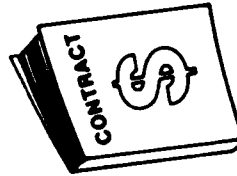
Department of Defense

PRIME CONTRACT AWARDS

Fiscal Year 1988

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PRIME CONTRACT AWARDS

Fiscal Year 1988



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FOREWORD

Prime Contract Awards is published semiannually and contains a wide range of summary data covering prime contract awards made during the reporting period as well as historical data to provide the perspective required for the analysis of Defense procurement records.

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INTRODUCTION

Statistical

Purpose and Scope

This report presents a variety of current and historical data pertaining to Department of Defense (DoD) prime contract awards. All historical tables commence with fiscal year 1979 data.

Seven categories of data on DoD prime contracts are provided. Data are displayed by type of contractor, by procurement program, by competition, and by type of contract pricing provision. Awards publicized to small businesses and awards for research, development, test, and evaluation (RDT&E) are discussed separately, as is the DoD Small Business Subcontracting Program. (K2) ←

Notes on Coverage

Beginning with FY 1983, the dollar threshold for reporting detailed information on procurement actions was raised from over \$10,000 to over \$25,000. While some of the enclosed tables have either column or stub headings of over \$25,000, FY 1982 and prior data figures really represent awards over \$10,000.

Amounts in this report are shown for the DoD agency that awards the prime contracts and not the department or agency that budgets for the supplies or services. In addition, data for the Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration (NASA) and other Federal agencies, as well as for foreign countries whose Defense purchases are reimbursable. Percentages are derived by dividing the detail line or the subtotal line by the base line designated by 100 percent, unless otherwise noted. Column headings, footnotes, or section narrative are used to identify these exceptions. Indentation is used to provide assistance in recognizing total, subtotal, and detail line information. Percentages given in tables may not add due to rounding.

This report includes awards made by Other Defense Agencies (ODA) which are listed in the Glossary. It does not include obligations for "in-house" work performed at military-owned-and-operated establishments such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other Federal agencies. The estimated dollar amounts of indefinite quantity petroleum contracts are included in this report, but the number of individual orders written against these contracts have not been included in the totals for procurement actions.

For definitions of terms used in this publication, see the Glossary.

Highlights

DoD procurement actions during fiscal year 1988 totaled \$151,352,713 thousand, as shown below:

| Category | Amount |
|--|---------------|
| Intragovernmental/FMS | \$ 8,919,370 |
| Work Outside United States | 8,149,175 |
| Educational and Nonprofit Institutions | 3,469,352 |
| Business Firms Inside United States | 130,814,816 |
| | \$151,352,713 |

Foreign military sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$5,171 million as follows: Army \$905 million; Navy, \$1,521 million; Air Force, \$2,697 million; Defense Logistics Agency, \$36 million; and Other Defense Agencies, \$12 million.

AWARDS BY TYPE OF CONTRACTOR

DoD Procurement by Type of Contractor

DoD procurement awards during fiscal year 1988 (October 1987 through September 1988) totaled \$151,353 million. This was a decrease of \$5,155 million (3.3 percent) under the \$156,508 million awarded during fiscal year 1987. Contract awards to U.S. businesses for work inside the United States decreased by \$4,525 million. Awards for work outside the United States decreased by \$714 million, awards to educational and nonprofit institutions decreased by \$26 million, while awards to or through other Government Agencies increased by \$110 million. See Tables 1 and 2.

Procurement Trends

DoD procurement increased steadily from \$71.0 billion in FY 1979 to \$163.7 billion in 1985; however, it decreased to

\$158.8 billion in FY 1986, to \$156.5 billion in FY 1987 and has continued to decrease during FY 1988. The long-term trend in prime contract awards is shown in Table 3.

Small Business Performance

Small businesses received \$25,229 million during FY 1988, a decrease of \$1,395 million under the \$26,624 million for FY 1987. In terms of net value, small businesses received 19.3 percent of the prime contracts awarded to all business firms for work done in the United States during FY 1988 compared with 19.7 percent during FY 1987.

Chart 1 shows that 8,735,832 contract actions, or 69.5 percent of the total 12,578,482 actions awarded to business firms, involved small businesses.

TABLE 1
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1988-FY 1987 ^{A/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACTOR | TOTAL B/ | | | | ARMY | | | | NAVY | | | |
|---|---------------|---------------|---------|--------|--------------|--------------|---------|--------|--------------|--------------|---------|--------|
| | Oct 87- | | Oct 86- | | Oct 87- | | Oct 86- | | Oct 87- | | Oct 86- | |
| | Oct 88 | Sep 87 | Oct 88 | Sep 87 | Oct 88 | Sep 87 | Oct 88 | Sep 87 | Oct 88 | Sep 87 | Oct 88 | Sep 87 |
| TOTAL | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | \$151,352,713 | \$156,507,586 | | | \$32,845,668 | \$36,799,861 | | | \$55,842,787 | \$54,973,549 | | |
| ACTIONS OVER \$25,000 | 14,303,477 | 14,025,278 | | | 3,890,853 | 4,051,053 | | | 4,111,341 | 3,576,376 | | |
| | 137,049,236 | 142,482,308 | | | 28,954,815 | 32,748,808 | | | 51,731,466 | 51,397,173 | | |
| INTRAGOVERNMENTAL | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 8,919,370 | 8,808,963 | | | 1,789,286 | 1,899,670 | | | 3,192,569 | 3,545,916 | | |
| ACTIONS OVER \$25,000 | 1,742,038 | 1,785,422 | | | 470,770 | 539,544 | | | 757,886 | 620,145 | | |
| | 7,177,332 | 7,023,541 | | | 1,318,516 | 1,360,126 | | | 2,436,873 | 2,925,771 | | |
| FOR WORK OUTSIDE U. S. C/ | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 8,149,175 | 8,863,365 | | | 3,081,639 | 3,423,282 | | | 1,454,958 | 1,402,521 | | |
| ACTIONS OVER \$25,000 | 1,028,571 | 961,590 | | | 434,260 | 428,089 | | | 167,388 | 143,842 | | |
| | 7,120,604 | 7,901,775 | | | 2,647,379 | 2,995,193 | | | 1,287,560 | 1,258,679 | | |
| EDUCATIONAL + NONPROFIT INSTITUTIONS | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 3,469,352 | 3,484,958 | | | 440,271 | 473,804 | | | 1,141,585 | 1,081,134 | | |
| ACTIONS OVER \$25,000 | 117,801 | 115,878 | | | 51,344 | 53,560 | | | 25,078 | 23,402 | | |
| | 3,351,451 | 3,379,080 | | | 388,927 | 420,144 | | | 1,115,507 | 1,057,732 | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL) | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 130,814,816 | 135,340,300 | | | 27,534,472 | 31,003,105 | | | 50,053,675 | 48,943,978 | | |
| ACTIONS OVER \$25,000 | 11,414,967 | 11,162,388 | | | 2,934,479 | 3,029,760 | | | 3,159,969 | 2,788,987 | | |
| | 119,399,849 | 124,177,912 | | | 24,569,953 | 27,973,345 | | | 46,893,706 | 46,154,991 | | |
| SMALL BUSINESS FIRMS | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 25,228,186 | 26,624,157 | | | 6,462,302 | 7,521,970 | | | 8,156,900 | 7,745,039 | | |
| ACTIONS OVER \$25,000 | 6,395,397 | 6,124,158 | | | 1,444,241 | 1,522,445 | | | 1,949,640 | 1,594,562 | | |
| | 18,333,389 | 20,499,999 | | | 5,018,061 | 5,999,525 | | | 6,207,280 | 6,150,477 | | |
| OTHER BUSINESS FIRMS | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 105,586,030 | 108,716,143 | | | 21,072,170 | 23,481,135 | | | 41,896,775 | 41,198,939 | | |
| ACTIONS OVER \$25,000 | 5,119,570 | 5,038,230 | | | 1,490,238 | 1,507,315 | | | 1,210,329 | 1,194,425 | | |
| | 100,466,460 | 103,677,913 | | | 19,581,932 | 21,973,820 | | | 40,586,446 | 40,004,514 | | |
| SMALL BUSINESS PERCENT OF BUSINESS FIRMS | | | | | | | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 19.3 | 19.7 | | | 23.5 | 24.3 | | | 16.3 | 15.8 | | |
| ACTIONS OVER \$25,000 | 55.2 | 54.9 | | | 49.2 | 50.2 | | | 61.7 | 57.2 | | |
| | 15.9 | 16.5 | | | 20.4 | 21.4 | | | 13.7 | 13.3 | | |

A/ For definitions and coverage, see notes on coverage.
B/ Includes Other Defense Agency awards not included elsewhere in this table.
C/ Includes foreign firms for performance in U.S.

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TABLE 1 (concluded)
DoD Prime Contract Awards by Type of Contractor,
According to Defense Component: FY 1988-FY 1987 ^{a/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACTOR | AIR FORCE | | DEFENSE LOGISTICS AGENCY | | CIVIL FUNCTIONS | |
|--|--------------|--------------|--------------------------|--------------|-----------------|-------------|
| | Oct 87- | Oct 86- | Oct 87- | Oct 86- | Oct 87- | Oct 86- |
| | SEP 88 | SEP 87 | SEP 88 | SEP 87 | SEP 88 | SEP 87 |
| TOTAL | | | | | | |
| ACTIONS OF \$25,000 OR LESS | \$46,632,756 | \$47,305,010 | \$11,166,070 | \$11,228,689 | \$2,169,320 | \$1,980,916 |
| ACTIONS OVER \$25,000 | 3,802,625 | 3,830,587 | 1,997,205 | 2,080,447 | 277,462 | 272,773 |
| | 42,830,171 | 43,474,423 | 9,168,865 | 9,148,242 | 1,891,858 | 1,708,143 |
| INTRAGOVERNMENTAL | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 3,493,290 | 2,729,077 | 250,582 | 325,765 | 72,410 | 72,940 |
| ACTIONS OVER \$25,000 | 366,199 | 446,373 | 52,158 | 80,219 | 46,916 | 47,689 |
| | 3,127,091 | 2,282,704 | 198,524 | 245,546 | 25,494 | 25,251 |
| FOR WORK OUTSIDE U. S. C/ | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 1,914,176 | 2,366,554 | 1,582,833 | 1,570,998 | 19,557 | 15,769 |
| ACTIONS OVER \$25,000 | 284,416 | 254,700 | 140,381 | 132,496 | 8 | 160 |
| | 1,639,760 | 2,111,854 | 1,442,452 | 1,438,502 | 19,649 | 15,609 |
| EDUCATIONAL + NONPROFIT INSTITUTIONS | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 1,614,415 | 1,594,617 | 88,875 | 99,815 | 42,449 | 33,173 |
| ACTIONS OVER \$25,000 | 32,299 | 31,849 | 450 | 499 | 5,624 | 5,121 |
| | 1,582,116 | 1,562,768 | 88,425 | 99,316 | 36,825 | 28,052 |
| BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 39,600,915 | 40,614,762 | 9,243,680 | 9,232,111 | 2,034,804 | 1,859,034 |
| ACTIONS OVER \$25,000 | 3,119,711 | 3,097,665 | 1,804,216 | 1,967,232 | 224,914 | 219,803 |
| | 36,481,204 | 37,517,097 | 7,439,464 | 7,364,878 | 1,809,890 | 1,639,231 |
| SMALL BUSINESS FIRMS | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 5,168,500 | 5,361,182 | 3,990,387 | 4,162,235 | 979,163 | 1,049,735 |
| ACTIONS OVER \$25,000 | 1,391,747 | 1,481,482 | 1,205,719 | 1,238,071 | 192,903 | 189,811 |
| | 3,776,753 | 3,879,700 | 2,784,658 | 2,924,164 | 786,260 | 859,924 |
| OTHER BUSINESS FIRMS | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 34,432,415 | 35,253,580 | 5,253,293 | 5,069,876 | 1,055,641 | 809,299 |
| ACTIONS OVER \$25,000 | 1,727,964 | 1,815,182 | 598,497 | 629,162 | 32,011 | 28,992 |
| | 32,704,451 | 33,637,397 | 4,654,796 | 4,440,714 | 1,023,650 | 779,307 |
| SMALL BUSINESS PERCENT OF BUSINESS FIRMS | | | | | | |
| ACTIONS OF \$25,000 OR LESS | 13.1 | 13.2 | 43.2 | 45.1 | 48.1 | 56.5 |
| ACTIONS OVER \$25,000 | 44.6 | 47.8 | 66.8 | 66.3 | 85.8 | 86.4 |
| | 10.4 | 10.3 | 37.4 | 39.7 | 43.4 | 52.5 |

NOTE. Refer to first page of this table for footnotes.

TABLE 2
DoD Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1988 - FY 1987 ^{A/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACTOR | TOTAL ^{B/} | | ARMY | | NAVY | |
|--|---------------------|---------------|--------------|--------------|--------------|--------------|
| | FISCAL YEAR | | FISCAL YEAR | | FISCAL YEAR | |
| | 1988 | 1987 | 1988 | 1987 | 1988 | 1987 |
| TOTAL | \$151,352,713 | \$158,507,588 | \$32,845,688 | \$38,799,881 | \$55,842,787 | \$54,975,549 |
| 1st Qtr. Oct-Dec | 28,232,269 | 30,245,891 | 5,120,812 | 5,818,189 | 8,720,299 | 8,828,555 |
| 2nd Qtr. Jan-Mar | 34,718,137 | 40,225,301 | 7,047,205 | 10,246,119 | 14,438,831 | 14,258,757 |
| 3rd Qtr. Apr-Jun | 37,619,476 | 31,083,055 | 6,758,076 | 6,550,324 | 14,240,253 | 10,348,156 |
| 4th Qtr. Jul-Sep | 50,821,731 | 54,973,339 | 12,919,672 | 13,080,630 | 18,433,314 | 21,731,880 |
| INTRAGOVERNMENTAL | 8,819,370 | 8,808,983 | 1,789,288 | 1,899,670 | 3,192,569 | 3,545,816 |
| 1st Qtr. Oct-Dec | 1,481,980 | 1,252,774 | 387,236 | 248,289 | 873,323 | 578,459 |
| 2nd Qtr. Jan-Mar | 1,508,999 | 2,275,126 | 427,020 | 525,809 | 546,743 | 1,008,169 |
| 3rd Qtr. Apr-Jun | 3,220,151 | 1,851,099 | 288,179 | 305,394 | 938,982 | 558,371 |
| 4th Qtr. Jul-Sep | 2,710,240 | 3,429,964 | 686,851 | 818,378 | 1,035,541 | 1,398,917 |
| FOR WORK OUTSIDE U. S. C/ | 8,149,175 | 8,983,365 | 3,081,639 | 3,423,282 | 1,454,958 | 1,402,521 |
| 1st Qtr. Oct-Dec | 1,731,948 | 1,907,483 | 331,207 | 589,308 | 277,804 | 205,388 |
| 2nd Qtr. Jan-Mar | 1,241,843 | 1,886,980 | 535,506 | 591,348 | 583,780 | 578,780 |
| 3rd Qtr. Apr-Jun | 1,982,403 | 1,966,876 | 520,501 | 571,628 | 451,712 | 224,770 |
| 4th Qtr. Jul-Sep | 3,089,981 | 3,313,246 | 1,593,925 | 1,578,998 | 542,180 | 708,605 |
| EDUCATIONAL + NONPROFIT INSTITUTIONS | 3,469,352 | 3,494,958 | 440,271 | 473,804 | 1,141,585 | 1,081,134 |
| 1st Qtr. Oct-Dec | 1,048,700 | 1,300,957 | 83,745 | 110,828 | 207,843 | 250,741 |
| 2nd Qtr. Jan-Mar | 530,242 | 678,362 | 115,575 | 143,832 | 118,412 | 145,807 |
| 3rd Qtr. Apr-Jun | 1,012,426 | 548,449 | 115,491 | 78,355 | 500,775 | 207,336 |
| 4th Qtr. Jul-Sep | 879,984 | 968,190 | 125,480 | 139,889 | 314,755 | 477,150 |
| BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) | 130,814,816 | 195,340,300 | 27,534,472 | 31,003,105 | 50,053,675 | 48,943,878 |
| 1st Qtr. Oct-Dec | 24,072,743 | 25,784,477 | 5,218,324 | 5,791,183 | 7,571,519 | 7,601,090 |
| 2nd Qtr. Jan-Mar | 31,284,033 | 32,590,852 | 5,488,329 | 8,071,123 | 12,267,512 | 12,251,001 |
| 3rd Qtr. Apr-Jun | 38,708,831 | 28,703,831 | 5,831,805 | 5,883,847 | 13,380,724 | 8,251,879 |
| 4th Qtr. Jul-Sep | 43,991,526 | 47,268,138 | 10,513,438 | 10,555,865 | 18,540,828 | 18,141,308 |
| SMALL BUSINESS FIRMS | 25,228,786 | 26,624,157 | 6,462,302 | 7,521,970 | 8,156,900 | 7,745,039 |
| 1st Qtr. Oct-Dec | 4,147,475 | 4,438,338 | 834,643 | 1,204,131 | 1,354,069 | 925,452 |
| 2nd Qtr. Jan-Mar | 4,667,518 | 5,500,316 | 1,233,377 | 1,554,243 | 1,204,588 | 1,624,840 |
| 3rd Qtr. Apr-Jun | 5,687,586 | 5,788,164 | 1,363,048 | 1,530,071 | 1,868,652 | 1,842,270 |
| 4th Qtr. Jul-Sep | 10,726,207 | 10,896,339 | 3,031,234 | 3,233,525 | 3,729,591 | 3,352,477 |
| OTHER BUSINESS FIRMS | 105,586,030 | 108,716,143 | 21,072,170 | 23,481,135 | 41,896,775 | 41,198,939 |
| 1st Qtr. Oct-Dec | 19,925,268 | 21,346,139 | 4,482,881 | 4,587,832 | 6,217,450 | 6,675,938 |
| 2nd Qtr. Jan-Mar | 28,982,335 | 20,970,527 | 4,475,850 | 4,458,270 | 12,485,082 | 17,215,848 |
| 3rd Qtr. Apr-Jun | 30,141,667 | 20,141,667 | 4,475,850 | 4,458,270 | 12,485,082 | 17,215,848 |
| 4th Qtr. Jul-Sep | 33,215,319 | 36,364,800 | 7,482,202 | 7,320,040 | 12,811,237 | 15,798,831 |
| SMALL BUSINESS PERCENT OF BUSINESS FIRMS | 19.3 | 19.7 | 23.5 | 24.3 | 16.3 | 15.8 |
| 1st Qtr. Oct-Dec | 17.2 | 17.2 | 15.7 | 20.8 | 17.9 | 12.2 |
| 2nd Qtr. Jan-Mar | 14.9 | 15.5 | 21.0 | 17.3 | 8.9 | 12.7 |
| 3rd Qtr. Apr-Jun | 18.1 | 23.4 | 23.4 | 26.9 | 15.1 | 19.7 |
| 4th Qtr. Jul-Sep | 24.4 | 23.1 | 28.8 | 30.6 | 22.5 | 17.5 |

A/ For definitions and coverage, see notes on coverage.
 B/ Includes Other Defense Agency awards not included elsewhere in this table.
 C/ Includes foreign firms for performance in U.S.

Prepared By: Washington Headquarters Services
 Directorate for Information
 Operations and Reports

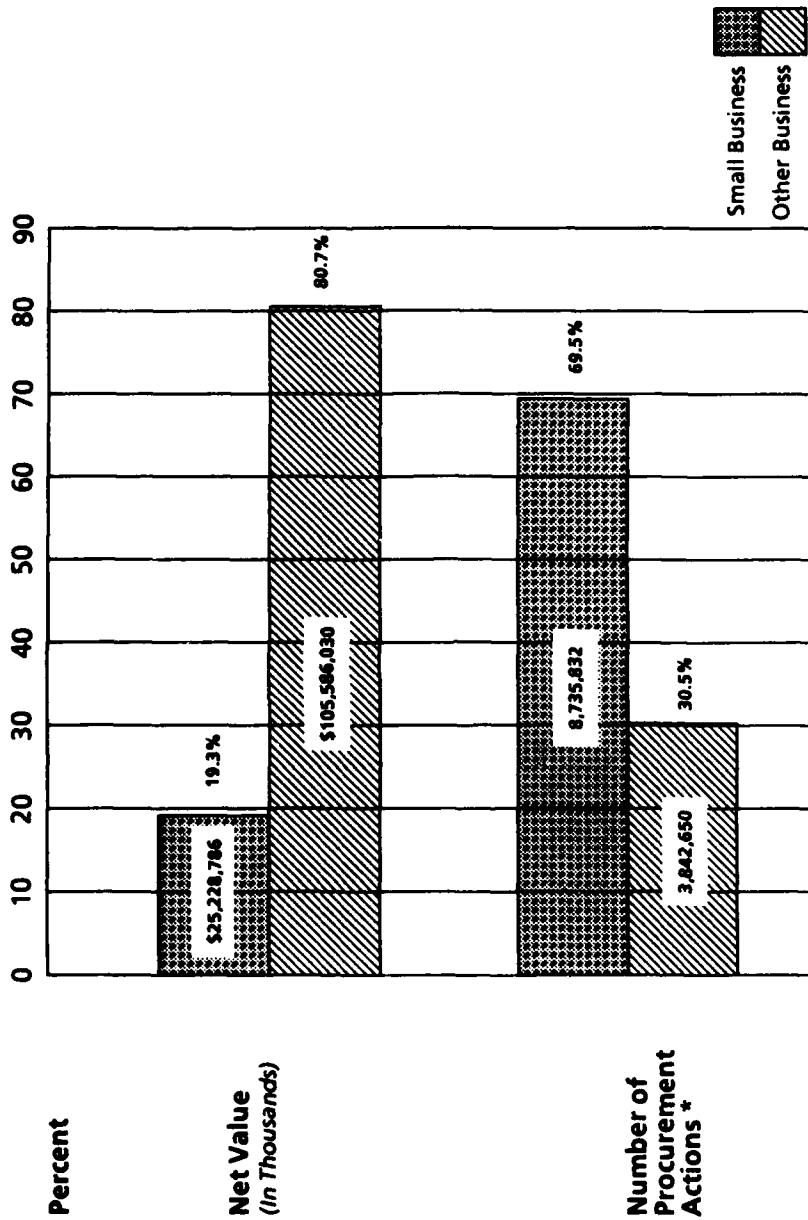
TABLE 2 (concluded)
DoD Prime Contract Awards by Quarter and Type of Contractor,
According to Defense Component: FY 1988 - FY 1987 ^{a/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACTOR | AIR FORCE | | DEFENSE LOGISTICS AGENCY | | CIVIL FUNCTIONS | |
|--|--------------|--------------|--------------------------|--------------|-----------------|-------------|
| | FISCAL YEAR | | FISCAL YEAR | | FISCAL YEAR | |
| | 1988 | 1987 | 1988 | 1987 | 1988 | 1987 |
| TOTAL | \$46,632,786 | \$47,305,010 | \$11,186,070 | \$11,228,689 | \$2,169,320 | \$1,980,916 |
| 1st Qtr, Oct-Dec | 11,208,483 | 12,012,597 | 1,836,603 | 1,961,802 | 146,984 | 427,448 |
| 2nd Qtr, Jan-Mar | 11,773,483 | 11,482,583 | 2,179,586 | 2,841,533 | 402,642 | 375,351 |
| 3rd Qtr, Apr-Jun | 13,188,216 | 10,182,211 | 3,171,338 | 2,866,834 | 684,032 | 444,844 |
| 4th Qtr, Jul-Sep | 12,975,403 | 13,656,419 | 3,772,533 | 3,598,680 | 955,862 | 733,273 |
| INTRAGOVERNMENTAL | 3,493,290 | 2,728,077 | 250,582 | 325,765 | 72,410 | 72,940 |
| 1st Qtr, Oct-Dec | 352,358 | 327,078 | 50,847 | 62,993 | 9,816 | 14,468 |
| 2nd Qtr, Jan-Mar | 408,300 | 604,997 | 82,569 | 58,169 | 15,423 | 17,352 |
| 3rd Qtr, Apr-Jun | 1,897,698 | 787,702 | 50,226 | 119,600 | 15,228 | 17,433 |
| 4th Qtr, Jul-Sep | 834,934 | 1,009,300 | 67,040 | 85,003 | 31,943 | 23,707 |
| FOR WORK OUTSIDE U. S. C/ | 1,924,176 | 2,366,554 | 1,582,833 | 1,570,998 | 19,657 | 15,769 |
| 1st Qtr, Oct-Dec | 489,189 | 590,089 | 648,555 | 431,156 | 307 | 3,990 |
| 2nd Qtr, Jan-Mar | 342,347 | 634,862 | 157,964 | 145,641 | 130 | 2,079 |
| 3rd Qtr, Apr-Jun | 446,464 | 446,464 | 611,105 | 700,136 | 819 | 97 |
| 4th Qtr, Jul-Sep | 718,349 | 896,999 | 184,209 | 294,085 | 18,401 | 9,603 |
| EDUCATIONAL + NONPROFIT INSTITUTIONS | 1,614,415 | 1,594,617 | 88,875 | 99,815 | 42,449 | 33,173 |
| 1st Qtr, Oct-Dec | 742,386 | 895,617 | 7,940 | 9,940 | 1,407 | 7,116 |
| 2nd Qtr, Jan-Mar | 248,193 | 316,822 | 17,196 | 27,169 | 8,538 | 8,928 |
| 3rd Qtr, Apr-Jun | 324,873 | 173,898 | 18,403 | 18,954 | 18,041 | 6,604 |
| 4th Qtr, Jul-Sep | 298,963 | 208,282 | 45,336 | 43,752 | 14,463 | 10,525 |
| BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) | 39,600,915 | 40,614,762 | 9,243,680 | 9,232,111 | 2,034,804 | 1,859,034 |
| 1st Qtr, Oct-Dec | 9,735,550 | 10,199,813 | 1,128,261 | 1,457,713 | 135,454 | 401,894 |
| 2nd Qtr, Jan-Mar | 8,174,552 | 9,725,982 | 2,921,867 | 2,410,574 | 378,551 | 346,992 |
| 3rd Qtr, Apr-Jun | 10,563,956 | 8,747,009 | 1,697,604 | 1,827,964 | 629,944 | 420,710 |
| 4th Qtr, Jul-Sep | 11,127,157 | 11,941,958 | 3,495,948 | 3,535,860 | 890,855 | 689,438 |
| SMALL BUSINESS FIRMS | 5,168,500 | 5,361,182 | 3,990,387 | 4,162,235 | 979,163 | 1,049,735 |
| 1st Qtr, Oct-Dec | 1,261,631 | 1,182,075 | 583,755 | 768,662 | 68,963 | 252,362 |
| 2nd Qtr, Jan-Mar | 848,335 | 1,476,500 | 1,062,987 | 996,436 | 211,230 | 191,285 |
| 3rd Qtr, Apr-Jun | 1,110,333 | 1,093,268 | 952,030 | 913,639 | 289,285 | 244,841 |
| 4th Qtr, Jul-Sep | 1,947,101 | 2,109,251 | 1,391,615 | 1,483,508 | 409,685 | 361,267 |
| OTHER BUSINESS FIRMS | 34,432,415 | 35,253,580 | 5,253,293 | 5,069,876 | 1,055,641 | 809,299 |
| 1st Qtr, Oct-Dec | 8,473,919 | 9,017,738 | 544,506 | 689,051 | 66,491 | 149,532 |
| 2nd Qtr, Jan-Mar | 7,325,617 | 8,749,392 | 1,858,880 | 1,414,148 | 167,321 | 155,727 |
| 3rd Qtr, Apr-Jun | 9,452,823 | 7,653,743 | 745,574 | 914,325 | 340,659 | 175,869 |
| 4th Qtr, Jul-Sep | 9,180,056 | 9,832,707 | 2,104,333 | 2,052,352 | 481,170 | 328,171 |
| SMALL BUSINESS PERCENT OF BUSINESS FIRMS | 13.1 | 13.2 | 43.2 | 45.1 | 48.1 | 56.5 |
| 1st Qtr, Oct-Dec | 12.0 | 11.6 | 51.7 | 52.7 | 50.9 | 62.8 |
| 2nd Qtr, Jan-Mar | 10.4 | 10.0 | 36.4 | 41.3 | 55.8 | 55.1 |
| 3rd Qtr, Apr-Jun | 10.5 | 12.5 | 56.1 | 50.0 | 45.9 | 54.2 |
| 4th Qtr, Jul-Sep | 17.5 | 17.7 | 39.8 | 42.0 | 46.0 | 52.4 |

NOTE: Refer to first page of this table for footnotes.

Chart I
Number, Net Value, and Percent Distribution of DoD Small and Other Business Procurement Actions: FY 1988



* A procurement action is an award, a termination, an amendment, or any action which changes a prime contract.

TABLE 3
DoD Prime Contract Awards by Type of Contractor
and Defense Component: FY 1988 - FY 1979 ^{A/}

(AMOUNTS IN MILLIONS)

| TYPE OF CONTRACTOR | FY 1988 | FY 1987 | FY 1986 | FY 1985 | FY 1984 | FY 1983 | FY 1982 | FY 1981 | FY 1980 | FY 1979 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|
| TOTAL | \$151,353 | \$156,508 | \$158,829 | \$163,725 | \$146,032 | \$140,483 | \$124,725 | \$105,223 | \$93,686 | \$70,956 |
| Army | 32,846 | 36,800 | 37,512 | 37,497 | 33,399 | 29,893 | 29,745 | 24,058 | 18,654 | 16,131 |
| Navy | 55,843 | 54,974 | 49,630 | 52,026 | 45,431 | 48,558 | 39,776 | 29,776 | 25,371 | 23,364 |
| Air Force | 46,633 | 47,305 | 48,852 | 53,303 | 46,839 | 41,436 | 34,732 | 28,132 | 24,681 | 20,525 |
| Defense Logistics Agency | 11,186 | 11,229 | 16,547 | 15,173 | 14,884 | 15,186 | 15,999 | 17,992 | 11,262 | 7,816 |
| Civil Functions | 2,169 | 1,981 | 1,711 | 1,767 | 1,853 | 1,949 | 1,959 | 2,057 | 1,944 | 1,608 |
| Other Defense Agencies | 2,696 | 4,220 | 4,578 | 3,960 | 3,626 | 3,350 | 2,514 | 2,090 | 1,774 | 1,512 |
| INTRAGOVERNMENTAL | 8,919 | 8,809 | 9,884 | 12,399 | 10,088 | 9,903 | 12,755 | 9,798 | 10,160 | 7,288 |
| Army | 1,789 | 1,900 | 2,523 | 2,586 | 2,526 | 2,808 | 4,759 | 3,661 | 3,899 | 2,765 |
| Navy | 3,283 | 3,183 | 2,729 | 4,758 | 3,156 | 3,104 | 2,711 | 3,073 | 4,254 | 2,816 |
| Air Force | 3,781 | 3,772 | 3,772 | 4,758 | 3,576 | 3,226 | 2,48 | 2,21 | 2,22 | 2,163 |
| Defense Logistics Agency | 251 | 328 | 375 | 368 | 214 | 258 | 248 | 221 | 222 | 147 |
| Civil Functions | 72 | 72 | 77 | 75 | 67 | 58 | 52 | 43 | 60 | 47 |
| Other Defense Agencies | 121 | 236 | 285 | 275 | 250 | 201 | 160 | 123 | 104 | 98 |
| FOR WORK OUTSIDE U. S. B/ | 8,149 | 8,863 | 9,081 | 8,611 | 8,311 | 7,238 | 7,522 | 6,559 | 5,387 | 3,877 |
| Army | 3,082 | 3,423 | 3,113 | 3,205 | 2,559 | 2,196 | 2,208 | 1,821 | 1,151 | 1,066 |
| Navy | 1,455 | 1,403 | 1,404 | 1,068 | 1,163 | 982 | 644 | 561 | 465 | 397 |
| Air Force | 1,924 | 2,387 | 1,894 | 1,748 | 1,649 | 1,302 | 1,443 | 1,317 | 1,099 | 1,148 |
| Defense Logistics Agency | 1,583 | 1,571 | 2,578 | 2,535 | 2,876 | 2,712 | 3,188 | 2,805 | 2,595 | 1,237 |
| Civil Functions | 20 | 16 | 4 | 7 | 3 | 2 | * | * | 0 | 0 |
| Other Defense Agencies | 86 | 84 | 87 | 50 | 56 | 41 | 40 | 55 | 57 | 29 |
| EDUCATIONAL + NONPROFIT INSTITUTIONS | 3,459 | 3,495 | 3,368 | 3,129 | 2,710 | 2,248 | 1,984 | 1,671 | 1,458 | 1,247 |
| Army | 440 | 474 | 437 | 343 | 343 | 309 | 263 | 211 | 189 | 148 |
| Navy | 1,142 | 1,081 | 1,152 | 1,073 | 985 | 881 | 526 | 509 | 478 | 420 |
| Air Force | 1,614 | 1,585 | 1,450 | 1,330 | 1,187 | 1,081 | 946 | 770 | 665 | 550 |
| Defense Logistics Agency | 89 | 100 | 90 | 83 | 81 | 8 | 21 | 19 | 10 | 7 |
| Civil Functions | 42 | 33 | 41 | 61 | 44 | 34 | 78 | 58 | 58 | 48 |
| Other Defense Agencies | 142 | 212 | 188 | 181 | 131 | 125 | 95 | 85 | 75 | 74 |
| BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) | 130,815 | 135,340 | 136,497 | 139,587 | 124,942 | 121,096 | 102,463 | 87,195 | 68,704 | 58,544 |
| Army | 27,534 | 31,003 | 31,439 | 31,182 | 27,861 | 24,580 | 22,515 | 18,386 | 13,435 | 12,151 |
| Navy | 50,954 | 48,944 | 44,232 | 45,856 | 39,948 | 43,880 | 35,895 | 28,752 | 22,804 | 20,950 |
| Air Force | 38,601 | 40,615 | 41,337 | 45,488 | 40,507 | 35,648 | 27,819 | 23,488 | 18,684 | 18,210 |
| Defense Logistics Agency | 9,244 | 9,232 | 13,503 | 12,490 | 11,972 | 12,150 | 12,572 | 14,847 | 8,338 | 8,409 |
| Civil Functions | 3,935 | 3,532 | 3,174 | 3,174 | 3,174 | 3,174 | 3,174 | 3,174 | 3,174 | 3,174 |
| Other Defense Agencies | 2,357 | 3,687 | 3,897 | 3,455 | 3,189 | 2,982 | 2,219 | 1,827 | 1,538 | 1,311 |
| SMALL BUSINESS FIRMS | 25,229 | 26,624 | 26,914 | 26,049 | 23,816 | 22,769 | 20,143 | 17,770 | 13,588 | 12,171 |
| Army | 6,462 | 7,522 | 7,628 | 7,749 | 6,675 | 5,604 | 5,084 | 4,243 | 3,240 | 3,048 |
| Navy | 8,157 | 7,745 | 7,421 | 7,022 | 6,100 | 5,854 | 4,552 | 3,999 | 3,584 | 3,280 |
| Air Force | 5,189 | 5,361 | 4,869 | 4,703 | 4,341 | 3,932 | 3,453 | 3,010 | 2,442 | 2,145 |
| Defense Logistics Agency | 3,990 | 4,162 | 5,445 | 5,136 | 5,238 | 6,064 | 5,888 | 5,374 | 3,332 | 2,842 |
| Civil Functions | 979 | 924 | 924 | 883 | 910 | 831 | 831 | 891 | 750 | 684 |
| Other Defense Agencies | 472 | 784 | 627 | 555 | 534 | 404 | 325 | 253 | 240 | 172 |
| SMALL BUSINESS PERCENT OF BUSINESS FIRMS | 19.3 % | 19.7 % | 19.7 % | 18.7 % | 19.1 % | 18.8 % | 19.7 % | 20.4 % | 20.4 % | 20.8 % |
| Army | 23.5 | 24.3 | 24.3 | 24.8 | 24.0 | 22.8 | 22.8 | 23.1 | 24.1 | 25.1 |
| Navy | 19.3 | 19.3 | 19.3 | 15.4 | 15.2 | 12.2 | 12.9 | 12.9 | 12.9 | 12.9 |
| Air Force | 43.2 | 43.2 | 43.2 | 43.2 | 43.2 | 43.2 | 43.2 | 43.2 | 43.2 | 43.2 |
| Defense Logistics Agency | 48.1 | 48.1 | 48.1 | 48.1 | 48.1 | 48.1 | 48.1 | 48.1 | 48.1 | 48.1 |
| Civil Functions | 20.1 | 21.3 | 15.7 | 16.1 | 16.8 | 13.5 | 14.6 | 13.9 | 15.6 | 13.1 |
| Other Defense Agencies | | | | | | | | | | |

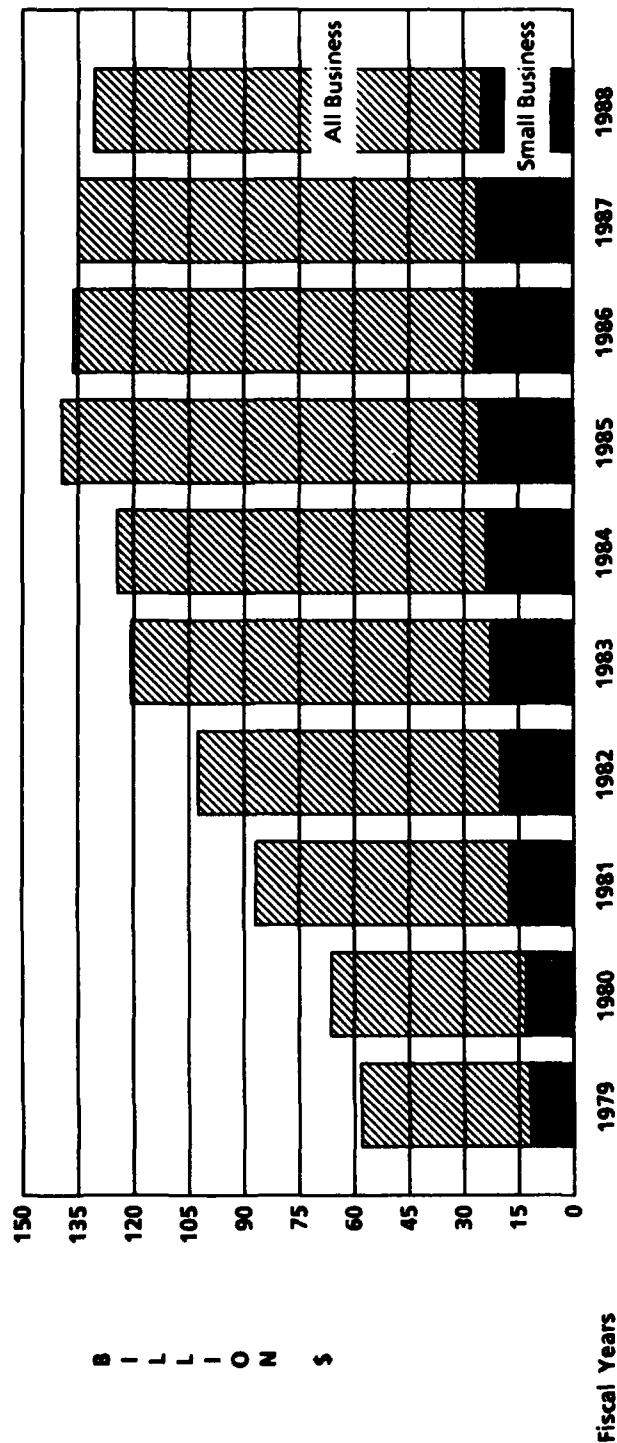
A/ For definitions and coverage, see notes on coverage.
B/ Includes foreign firms for performance in U.S.
* Less than \$500,000.

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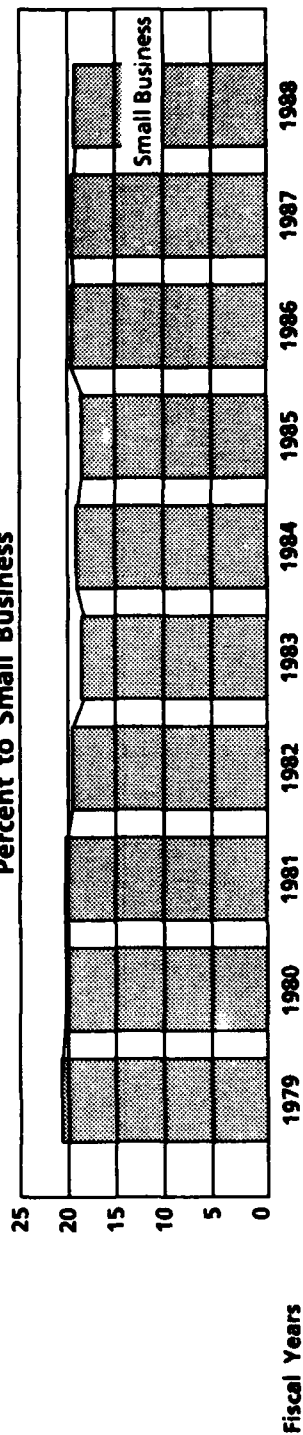
Chart II

Net Value of DoD Prime Contract Awards to Small Businesses and to All Businesses
and Percent Distribution to Small Businesses: FY 1979 - 1988

Net Value of Awards



Percent to Small Business



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AWARDS PUBLICIZED TO SMALL BUSINESSES

Table 4 indicates the extent to which the small business community was notified of pending procurement actions and how successful small businesses were in competing for publicized procurements.

The types of procurement included in the category "Awards Publicized to Small Businesses" are: (1) proposed procurements which were listed in the Department of Commerce publication *Commerce Business Daily* (CBD); (2) modifications to contracts which were listed in the CBD; (3) formally advertised procurements which were not published in the CBD; and (4) all other procurements on which small firms were specifically requested to submit proposals.

For the most part, procurements which are not publicized to small businesses relate to classified work, goods or services involving an unusual or compelling emergency.

modifications of contracts which were not listed in the CBD, and delivery orders under contracts which were not listed in the CBD.

During fiscal year 1988, 89.8 percent of the total awards to businesses were publicized to small businesses, compared with 90.3 percent during FY 1987. Small businesses did not submit bids on 70.2 percent of these publicized procurements in FY 1988 compared with 69.2 percent in FY 1987. They were successful in bidding on 21.5 percent of the publicized total this year and were unsuccessful bidders on 8.2 percent. During this same period last year small businesses bid successfully on 21.8 percent of the publicized total and unsuccessfully on 8.9 percent.

The portion of procurement synopsized during FY 1988 amounted to 80.1 percent, as compared to 81.3 percent for FY 1987.

TABLE 4
DoD Prime Contract Awards Publicized to Small Businesses by Method and Results of Publicizing, According to Defense Component: FY 1988 - FY 1987 ^{a/}

(AMOUNTS IN THOUSANDS)

| METHOD AND RESULTS OF PUBLICIZING | TOTAL B/ | | | | ARMY | | | | NAVY | | | |
|--|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|
| | OCT 87 - SEP 88 | | OCT 88 - SEP 87 | | OCT 87 - SEP 88 | | OCT 88 - SEP 87 | | OCT 87 - SEP 88 | | OCT 88 - SEP 87 | |
| | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| TOTAL | \$151,352,713 | | \$158,507,380 | | \$32,845,668 | | \$38,799,861 | | \$55,842,787 | | \$54,973,549 | |
| INTRAGOVERNMENTAL/FIS | 8,919,370 | | 8,808,983 | | 1,789,286 | | 1,899,670 | | 3,192,569 | | 3,545,916 | |
| FOR WORK OUTSIDE U. S. C/ | 8,149,175 | | 8,963,365 | | 3,081,839 | | 3,423,282 | | 1,454,958 | | 1,402,921 | |
| EDUCATIONAL AND NONPROFIT INSTITUTIONS | 3,469,352 | | 3,494,958 | | 440,271 | | 473,804 | | 1,141,585 | | 1,081,134 | |
| METHOD OF PUBLICIZING | | | | | | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) | 130,814,816 | 100.0 | 135,340,300 | 100.0 | 27,534,472 | 100.0 | 31,003,105 | 100.0 | 50,053,675 | 100.0 | 48,943,978 | 100.0 |
| PUBLICIZED TO SMALL BUSINESS (SUBTOTAL) | 117,469,578 | 89.8 | 122,186,949 | 90.3 | 24,471,480 | 88.9 | 27,625,095 | 89.1 | 47,636,128 | 95.2 | 48,682,768 | 95.4 |
| SYNOPSIS | 104,761,111 | 80.1 | 109,988,912 | 81.3 | 21,357,372 | 77.6 | 24,609,865 | 79.4 | 44,282,981 | 88.5 | 43,673,218 | 89.2 |
| NOT SYNOPSIS (SUBTOTAL) | 6,324,821 | 4.8 | 5,981,026 | 4.4 | 1,640,941 | 6.0 | 1,480,490 | 4.7 | 1,379,784 | 2.8 | 1,402,908 | 2.9 |
| FORMALLY ADVERTISED BUT NOT SYNOPSIS | 217,196 | 0.2 | 260,449 | 0.2 | 52,272 | 0.2 | 75,423 | 0.2 | 70,905 | 0.1 | 66,836 | 0.1 |
| NOT FORMALLY ADVERTISED BUT PROPOSALS REQUESTED FROM SMALL BUSINESS | 6,107,475 | 4.7 | 5,700,577 | 4.2 | 1,588,669 | 5.8 | 1,385,067 | 4.3 | 1,308,879 | 2.6 | 1,336,072 | 2.7 |
| SYNOPSIS UNKNOWN | 6,383,846 | 4.9 | 6,217,011 | 4.6 | 1,473,177 | 5.4 | 1,554,740 | 5.0 | 1,973,364 | 3.9 | 1,616,580 | 3.3 |
| NOT PUBLICIZED TO SMALL BUSINESS | 8,314,117 | 6.4 | 8,227,974 | 6.1 | 1,601,680 | 5.8 | 1,902,990 | 6.1 | 1,230,841 | 2.5 | 1,078,885 | 2.2 |
| PUBLICIZING TO SMALL BUSINESS UNKNOWN (NEGOTIATED AWARDS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS) | 5,031,121 | 3.8 | 4,945,377 | 3.7 | 1,461,302 | 5.3 | 1,475,020 | 4.8 | 1,186,605 | 2.4 | 1,172,407 | 2.4 |
| RESULTS OF PUBLICIZING | | | | | | | | | | | | |
| PUBLICIZED TO SMALL BUSINESS (SUBTOTAL) | 117,469,578 | 100.0 | 122,166,949 | 100.0 | 24,471,480 | 100.0 | 27,625,095 | 100.0 | 47,636,128 | 100.0 | 48,682,768 | 100.0 |
| SMALL FIRMS WERE SUCCESSFUL BIDDERS | 25,228,786 | 21.5 | 26,624,157 | 21.8 | 6,462,302 | 26.4 | 7,521,970 | 27.2 | 8,156,900 | 17.1 | 7,745,039 | 16.6 |
| SMALL FIRMS WERE UNSUCCESSFUL BIDDERS | 9,655,795 | 8.2 | 10,860,094 | 8.9 | 2,178,750 | 8.9 | 2,628,726 | 9.5 | 2,346,090 | 4.9 | 3,414,479 | 7.3 |
| SMALL FIRMS DID NOT SUBMIT BIDS | 82,496,548 | 70.2 | 84,589,845 | 69.2 | 15,801,502 | 64.6 | 17,442,104 | 63.1 | 37,109,415 | 77.9 | 35,511,170 | 76.1 |
| NOT KNOWN WHETHER SMALL FIRMS SUBMITTED BIDS (FORMALLY ADVERTISED ACTIONS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS) | 88,449 | 0.1 | 92,853 | 0.1 | 28,936 | 0.1 | 32,295 | 0.1 | 23,724 | 0.05 | 22,018 | 0.05 |

A/ For definitions and coverage, see notes on coverage.
B/ Includes Other Defense Agency awards not included elsewhere in this table.
C/ Includes foreign firms for performance in U.S.
* Less than 0.05 percent.

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TABLE 4 (concluded)
DoD Prime Contract Awards Publicized to Small Businesses by Method and
Results of Publicizing, According to Defense Component: FY 1988 - FY 1987 A/
 (AMOUNTS IN THOUSANDS)

| METHOD AND RESULTS OF PUBLICIZING | AIR FORCE | | | | DEFENSE LOGISTICS AGENCY | | | | CIVIL FUNCTIONS | | | |
|--|-----------------|-------|-----------------|-------|--------------------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|
| | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | |
| | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| TOTAL | \$46,832,796 | | \$47,395,010 | | \$11,166,070 | | \$11,228,689 | | \$2,169,320 | | \$1,980,916 | |
| INTRAGOVERNMENTAL/FMS | 3,493,290 | | 2,729,077 | | 250,682 | | 325,765 | | 72,410 | | 72,940 | |
| FOR WORK OUTSIDE U. S. C/ | 1,924,176 | | 2,366,554 | | 1,582,833 | | 1,570,998 | | 19,657 | | 15,769 | |
| EDUCATIONAL AND NONPROFIT INSTITUTIONS | 1,614,415 | | 1,594,617 | | 88,875 | | 98,915 | | 42,449 | | 33,173 | |
| METHOD OF PUBLICIZING | | | | | | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL) | 39,600,915 | 100.0 | 40,614,762 | 100.0 | 9,243,680 | 100.0 | 9,231,111 | 100.0 | 2,034,804 | 100.0 | 1,859,034 | 100.0 |
| PUBLICIZED TO SMALL BUSINESS (SUBTOTAL) | 33,059,007 | 83.5 | 35,830,121 | 88.2 | 8,548,199 | 92.5 | 8,528,356 | 92.4 | 1,996,397 | 98.1 | 1,824,617 | 98.1 |
| SYNOPSISIZED | 30,045,154 | 75.9 | 33,173,582 | 81.7 | 6,159,192 | 66.6 | 6,044,818 | 65.5 | 1,676,549 | 82.4 | 1,495,669 | 80.5 |
| NOT SYNOPSISIZED (SUBTOTAL) | 1,598,720 | 4.0 | 1,150,742 | 2.8 | 1,172,609 | 12.7 | 1,232,578 | 13.4 | 126,028 | 6.2 | 138,201 | 7.4 |
| FORMALLY ADVERTISED BUT NOT SYNOPSISIZED | 19,006 | * | 37,499 | 0.1 | 50,926 | 0.6 | 64,797 | 0.7 | 15,875 | 0.8 | 15,166 | 0.8 |
| NOT FORMALLY ADVERTISED BUT PROPOSALS REQUESTED FROM SMALL BUSINESS | 1,579,714 | 4.0 | 1,113,243 | 2.7 | 1,121,683 | 12.1 | 1,167,781 | 12.6 | 110,153 | 5.4 | 123,035 | 6.6 |
| SYNOPSIS UNKNOWN | 1,415,133 | 3.6 | 1,505,797 | 3.7 | 1,216,398 | 13.2 | 1,250,960 | 13.6 | 193,820 | 9.5 | 190,747 | 10.3 |
| NOT PUBLICIZED TO SMALL BUSINESS | 4,837,330 | 12.2 | 3,192,773 | 7.9 | 107,663 | 1.2 | 87,482 | 0.9 | 7,313 | 0.4 | 5,361 | 0.3 |
| PUBLICIZING TO SMALL BUSINESS UNKNOWN (NEGOTIATED AWARDS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS) | 1,704,578 | 4.3 | 1,591,868 | 3.9 | 587,818 | 6.4 | 616,273 | 6.7 | 31,094 | 1.5 | 29,056 | 1.6 |
| RESULTS OF PUBLICIZING | | | | | | | | | | | | |
| PUBLICIZED TO SMALL BUSINESS (SUBTOTAL) | 33,059,007 | 100.0 | 35,830,121 | 100.0 | 8,548,199 | 100.0 | 8,528,356 | 100.0 | 1,996,397 | 100.0 | 1,824,617 | 100.0 |
| SMALL FIRMS WERE SUCCESSFUL BIDDERS | 5,188,500 | 15.6 | 5,361,182 | 15.0 | 3,990,387 | 46.7 | 4,162,235 | 48.8 | 979,163 | 49.0 | 1,049,735 | 57.5 |
| SMALL FIRMS WERE UNSUCCESSFUL BIDDERS | 2,708,205 | 8.2 | 2,261,998 | 6.3 | 1,911,485 | 22.4 | 1,990,807 | 23.3 | 283,199 | 14.2 | 250,318 | 13.7 |
| SMALL FIRMS DID NOT SUBMIT BIDS | 25,159,916 | 76.1 | 28,122,726 | 78.7 | 2,635,988 | 30.8 | 2,365,225 | 27.7 | 733,118 | 36.7 | 523,628 | 28.7 |
| NOT KNOWN WHETHER SMALL FIRMS SUBMITTED BIDS (FOR SMALL ADVERTISED AWARDS OF \$25,000 OR LESS AWARDED TO LARGE CONCERNS) | 23,386 | 0.1 | 24,315 | 0.1 | 10,879 | 0.1 | 12,869 | 0.2 | 917 | 0.1 | 936 | 0.1 |

NOTE: Refer to first page of this table for footnotes.

AWARDS BY PROCUREMENT PROGRAM

Data on the net value of prime contract awards to businesses in the United States by procurement program are shown in Table 5 for FY 1988 and FY 1987 and in Table 6 for FY 1979 through FY 1988. Table 6a provides data on awards by procurement program, according to the Defense component making the awards, for FY 1979 through FY 1988.

Total DoD procurement from U.S. businesses for work performed in the United States during FY 1988 totaled \$130,815 million, \$4,525 million (3.3 percent) less than last year. A comparison of FY 1988 and FY 1987 totals show a

decrease in the Major Hard Goods category and an increase in the Services and the All Other categories. The largest increases in the procurement programs were in Ships, \$2,241 million; All Other Supplies and Equipment, \$1,774 million; and Services, \$986 million.

The programs with the largest decreases were Electronics and Communication Equipment, \$4,814 million; Aircraft, \$2,706 million; Tank Automotive, \$927 million; and Construction, \$829 million.

TABLE 5
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1988 - FY 1987 ^{A/}

(AMOUNTS IN THOUSANDS)

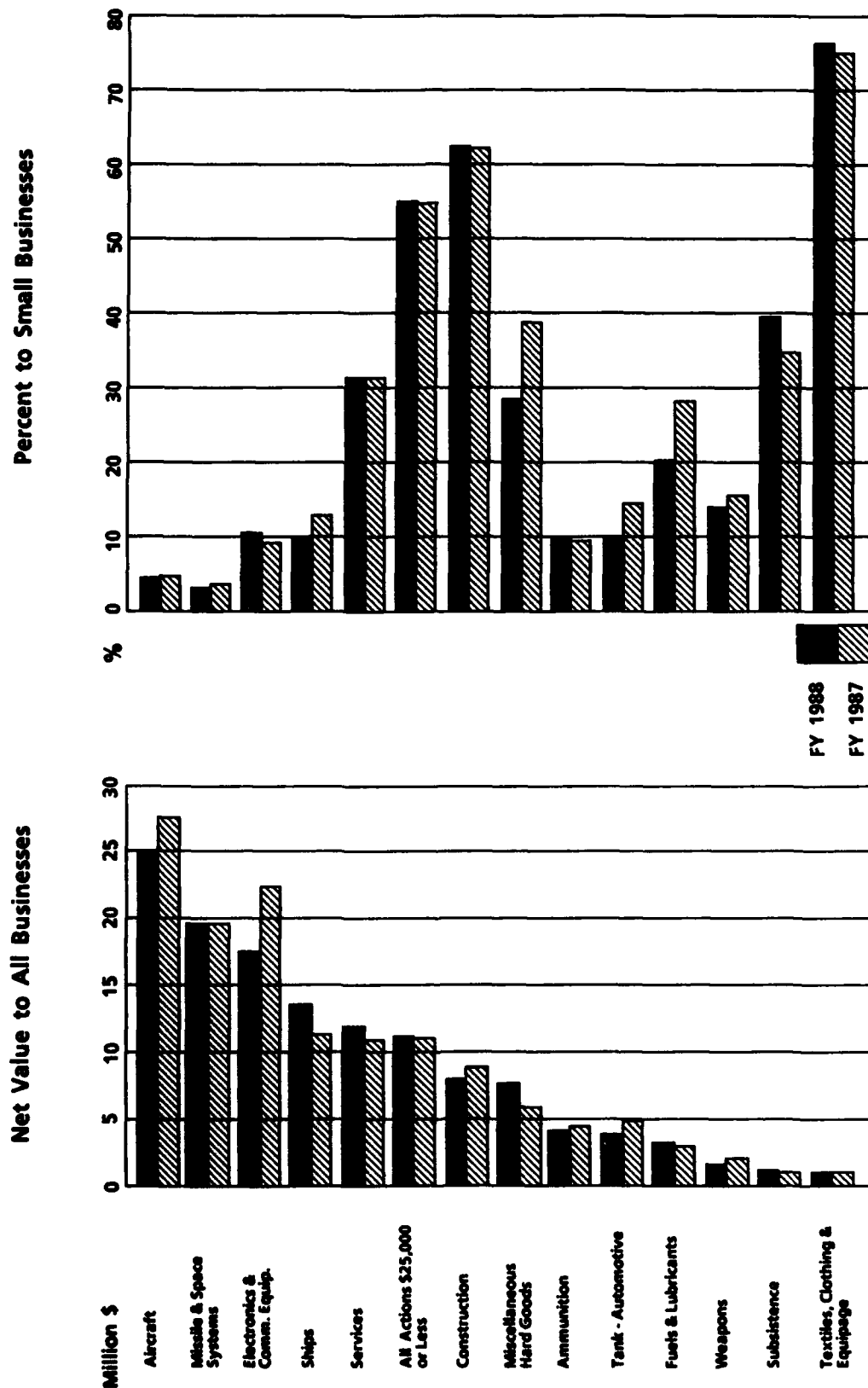
| PROCUREMENT PROGRAM | October 1987 - September 1988 | | | October 1988 - September 1987 | | |
|--|-------------------------------|-------|----------------|-------------------------------|-------|----------------|
| | T O T A L | | SMALL BUSINESS | T O T A L | | SMALL BUSINESS |
| | Amount (\$) | % | % | Amount (\$) | % | % |
| TOTAL | \$131,352,713 | | | \$156,507,586 | | |
| INTRAGOVERNMENTAL | 8,919,370 | | | 8,808,963 | | |
| FOR WORK OUTSIDE U. S. C/ | 8,149,175 | | | 8,863,385 | | |
| EDUCATIONAL + NON-PROFIT INSTITUTIONS | 3,469,352 | | | 3,494,958 | | |
| BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL) | 130,814,816 | 100.0 | 19.3 | 135,340,300 | 100.0 | 19.7 |
| MAJOR MAJOR GOODS (SUB-TOTAL) | 85,856,513 | 65.6 | 23.2 | 93,035,159 | 68.7 | 26.8 |
| AIRCRAFT (SUB-TOTAL) | 24,978,326 | 19.1 | 4.4 | 27,683,991 | 20.5 | 4.7 |
| AIRFRAMES AND RELATED ASSEMBLIES AND SPARES | 15,894,531 | 12.2 | 1.3 | 17,910,522 | 13.2 | 2.1 |
| AIRCRAFT ENGINES AND RELATED SPARES | 5,235,521 | 4.0 | 5.3 | 5,415,379 | 4.0 | 6.3 |
| OTHER AIRCRAFT EQUIPMENT AND SUPPLIES | 3,848,274 | 2.9 | 2.1 | 4,358,080 | 3.2 | 13.5 |
| MISSILE AND SPACE SYSTEMS | 19,693,880 | 15.1 | 659,297 | 19,781,484 | 14.6 | 3.9 |
| SHIPS | 13,716,230 | 10.5 | 1,199,831 | 11,474,728 | 8.5 | 12.9 |
| TANK-AUTOMOTIVE (SUB-TOTAL) | 3,927,925 | 3.0 | 394,365 | 4,853,682 | 3.6 | 14.6 |
| COMBAT VEHICLES | 2,552,261 | 2.0 | 184,039 | 3,171,185 | 2.3 | 8.9 |
| NON-COMBAT VEHICLES | 1,375,664 | 1.1 | 230,326 | 1,682,497 | 1.2 | 25.6 |
| WEAPONS | 1,667,409 | 1.3 | 235,679 | 2,098,819 | 1.6 | 15.7 |
| AMMUNITION | 4,119,354 | 3.2 | 4,112,887 | 4,555,004 | 3.4 | 9.6 |
| ELECTRONICS AND COMMUNICATION EQUIPMENT | 17,753,289 | 13.6 | 1,833,023 | 22,567,471 | 16.7 | 9.4 |
| SERVICES | 12,029,739 | 9.2 | 3,770,752 | 11,044,330 | 8.2 | 31.4 |
| ALL OTHER (SUB-TOTAL) | 32,928,564 | 25.2 | 15,604,032 | 31,280,811 | 23.1 | 51.2 |
| SUBSISTENCE | 1,259,007 | 1.0 | 500,215 | 1,178,445 | 0.9 | 34.9 |
| TEXTILES, CLOTHING AND EQUIPAGE | 1,150,449 | 0.9 | 880,045 | 985,534 | 0.7 | 75.2 |
| FUELS + LUBRICANTS (SUB-TOTAL) | 3,292,185 | 2.5 | 670,684 | 3,037,834 | 2.2 | 28.2 |
| PETROLEUM | 3,177,337 | 2.4 | 575,585 | 2,968,702 | 2.2 | 30.7 |
| OTHER FUELS + LUBRICANTS | 98,280 | 0.1 | 80,989 | 54,665 | 0.2 | 75.4 |
| SEPARATELY PROCURED CONTAINERS, HANDLING EQUIP. | 16,558 | * | 14,110 | 14,467 | * | 74.3 |
| MISCELLANEOUS MAJOR GOODS (SUB-TOTAL) | 7,745,382 | 5.9 | 2,214,365 | 6,020,944 | 4.5 | 38.9 |
| BUILDING SUPPLIES | 103,826 | 0.1 | 49,119 | 81,070 | 0.1 | 48.1 |
| TRANSPORTATION EQUIPMENT | 5,156 | * | 344 | 7,671 | * | 17.5 |
| PRODUCTION EQUIPMENT | 235,150 | 0.2 | 77,175 | 285,430 | 0.2 | 42.5 |
| CONSTRUCTION EQUIPMENT | 81,762 | 0.1 | 10,934 | 127,922 | 0.1 | 9.7 |
| MEDICAL + DENTAL SUPPLIES + EQUIPMENT | 377,019 | 0.3 | 93,144 | 406,597 | 0.3 | 28.9 |
| PHOTOGRAPHIC EQUIPMENT + SUPPLIES | 46,021 | 0.2 | 13,873 | 11,827 | 0.1 | 26.3 |
| PHARMACEUTICALS + EQUIPMENT | 123,329 | 0.1 | 123,329 | 123,329 | 0.1 | 26.3 |
| ALL OTHER SUPPLIES + EQUIPMENT | 6,682,329 | 5.1 | 1,860,066 | 4,909,337 | 3.6 | 40.6 |
| CONSTRUCTION | 8,066,574 | 6.2 | 5,043,326 | 8,895,666 | 6.6 | 52.9 |
| ALL ACTIONS OF \$25,000 OR LESS | 11,414,567 | 8.7 | 6,295,397 | 11,162,388 | 8.3 | 23.0 |

A/ For definitions and coverage, see notes on coverage.
 B/ Percentage of small business firms (column 3) to all business firms for work in the U.S. (column 1).
 C/ Includes foreign firms for performance in U.S.
 * Less than 0.05 percent.

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 Directorate for Information
 Operations and Reports

Chart III

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses, by Procurement Program: FY 1988



Prepared By: Washington Headquarters Services
Directorate For Information
Operations and Reports

TABLE 6
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1988 - FY 1984 ^{A/}

| PROCUREMENT PROGRAM | NET VALUE (\$000) | | | | | PERCENT | | | | |
|--|-------------------|---------------|---------------|---------------|---------------|---------|--------|--------|--------|--------|
| | FY 1988 | FY 1987 | FY 1986 | FY 1985 | FY 1984 | FY '88 | FY '87 | FY '86 | FY '85 | FY '84 |
| TOTAL | \$151,352,713 | \$158,507,586 | \$158,829,340 | \$183,725,360 | \$146,031,610 | | | | | |
| INTRAGOVERNMENTAL | 8,919,370 | 8,808,963 | 9,883,818 | 12,398,566 | 10,098,092 | | | | | |
| FOR WORK OUTSIDE THE U.S. ^{B/} | 8,148,175 | 8,883,365 | 9,080,746 | 8,811,089 | 8,311,482 | | | | | |
| EDUCATIONAL AND NONPROFIT INSTITUTIONS | 3,489,352 | 3,494,958 | 3,367,718 | 3,129,061 | 2,709,888 | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. | | | | | | | | | | |
| BUSINESS FIRMS TOTAL | 130,814,816 | 135,340,300 | 136,497,058 | 139,586,634 | 124,912,148 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| MAJOR HARD GOODS (SUBTOTAL) | 85,858,513 | 93,015,159 | 92,822,136 | 98,144,846 | 86,315,336 | 65.6 | 68.7 | 68.0 | 70.3 | 69.1 |
| Aircraft | 24,978,328 | 27,683,991 | 22,267,221 | 34,579,580 | 28,234,550 | 19.1 | 20.5 | 23.6 | 24.8 | 23.4 |
| Missile and Space Systems | 19,693,980 | 19,781,484 | 19,355,707 | 18,667,889 | 18,563,283 | 15.1 | 14.6 | 14.2 | 13.4 | 13.3 |
| Ships | 13,716,230 | 11,474,728 | 9,412,931 | 10,404,343 | 9,353,131 | 10.5 | 8.5 | 6.9 | 7.5 | 7.5 |
| Tank-Automotive | 3,927,925 | 4,853,662 | 5,248,926 | 5,152,256 | 4,889,583 | 3.8 | 3.6 | 3.8 | 3.7 | 4.0 |
| Weapons | 1,867,409 | 2,088,819 | 2,304,203 | 2,618,277 | 2,425,864 | 1.3 | 1.6 | 1.7 | 1.9 | 1.9 |
| Amunition | 4,119,354 | 4,555,004 | 4,489,965 | 4,684,833 | 3,955,411 | 3.3 | 3.4 | 3.3 | 3.4 | 3.2 |
| Electronics and Communications Equip. | 17,753,288 | 22,587,471 | 19,743,183 | 22,037,858 | 19,693,514 | 13.6 | 16.7 | 14.5 | 15.8 | 15.8 |
| SERVICES | 12,029,739 | 11,044,330 | 10,447,432 | 9,126,012 | 8,478,023 | 9.2 | 8.2 | 7.7 | 6.5 | 6.8 |
| ALL OTHER (SUBTOTAL) | 32,926,564 | 31,280,811 | 33,227,490 | 32,315,776 | 30,118,798 | 25.2 | 23.1 | 24.3 | 23.2 | 24.1 |
| Subsistence, Clothing, and Equipage | 1,150,440 | 1,065,534 | 1,058,378 | 1,023,583 | 1,182,111 | 0.9 | 0.9 | 0.9 | 0.7 | 0.9 |
| Fuels and Lubricants | 3,232,182 | 3,037,834 | 7,235,681 | 6,203,354 | 6,325,868 | 2.5 | 2.2 | 5.2 | 4.5 | 5.8 |
| Miscellaneous Hard Goods | 7,745,382 | 6,020,944 | 5,547,286 | 5,462,732 | 4,336,688 | 5.9 | 4.4 | 4.6 | 3.8 | 4.0 |
| Construction | 8,066,574 | 8,885,666 | 7,632,728 | 7,885,620 | 6,870,617 | 6.2 | 6.5 | 5.6 | 5.6 | 5.3 |
| All Actions of \$25,000 or Less | 11,414,967 | 11,162,388 | 10,491,813 | 10,493,287 | 9,986,511 | 8.7 | 8.2 | 7.7 | 7.5 | 8.0 |
| SMALL BUSINESS FIRMS FOR WORK IN THE U.S. | | | | | | | | | | |
| SMALL BUSINESS TOTAL | 25,228,786 | 26,624,157 | 26,914,262 | 26,048,769 | 23,816,460 | 19.3 | 19.7 | 19.7 | 18.7 | 19.1 |
| MAJOR HARD GOODS (SUBTOTAL) | 5,854,002 | 7,145,431 | 7,481,432 | 6,801,601 | 5,854,511 | 6.8 | 7.7 | 8.1 | 6.9 | 6.8 |
| Aircraft | 1,158,260 | 1,758,280 | 1,858,528 | 1,481,375 | 1,481,375 | 3.5 | 3.0 | 3.2 | 3.4 | 3.4 |
| Missile and Space Systems | 1,199,637 | 1,475,831 | 1,468,582 | 1,298,153 | 1,217,882 | 3.7 | 3.0 | 3.0 | 3.4 | 3.6 |
| Ships | 394,365 | 710,468 | 778,846 | 921,841 | 876,436 | 1.6 | 1.4 | 1.5 | 1.5 | 1.6 |
| Tank-Automotive | 235,678 | 330,176 | 343,008 | 252,562 | 219,236 | 1.0 | 1.5 | 1.4 | 1.2 | 1.2 |
| Weapons | 412,887 | 439,079 | 617,803 | 643,163 | 495,753 | 1.6 | 1.5 | 1.4 | 1.2 | 1.2 |
| Amunition | 1,833,023 | 2,111,533 | 2,241,554 | 2,049,910 | 1,622,266 | 10.3 | 9.4 | 11.4 | 9.3 | 8.2 |
| Electronics and Communications Equip. | 3,770,752 | 3,465,667 | 2,908,988 | 2,600,109 | 2,274,420 | 31.3 | 31.4 | 27.8 | 28.5 | 26.8 |
| SERVICES | 15,604,032 | 16,013,059 | 16,523,842 | 16,647,059 | 15,687,429 | 47.4 | 51.2 | 49.7 | 51.5 | 52.1 |
| ALL OTHER (SUBTOTAL) | 500,215 | 411,720 | 498,925 | 423,905 | 472,776 | 38.7 | 34.9 | 39.6 | 41.4 | 42.5 |
| Subsistence, Clothing, and Equipage | 880,045 | 740,599 | 890,877 | 946,738 | 814,560 | 76.5 | 75.1 | 84.2 | 82.8 | 74.9 |
| Fuels and Lubricants | 870,584 | 857,598 | 1,899,118 | 1,099,018 | 2,095,929 | 20.4 | 28.2 | 26.2 | 28.9 | 33.1 |
| Miscellaneous Hard Goods | 2,214,365 | 2,342,794 | 2,403,778 | 2,157,875 | 1,983,006 | 28.6 | 26.9 | 23.3 | 27.5 | 26.2 |
| Construction | 3,082,326 | 5,138,130 | 5,983,109 | 5,748,877 | 5,016,817 | 52.5 | 54.3 | 56.8 | 53.0 | 49.2 |
| All Actions of \$25,000 or Less | 6,225,337 | 6,114,138 | 5,748,035 | 5,604,336 | 5,304,331 | 53.2 | 54.3 | 54.8 | 54.0 | 53.1 |

A/ For definitions and coverage, see notes on coverage.
 B/ Includes foreign concerns with performance in U.S.

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TABLE 6 (concluded)
DoD Prime Contract Awards to All Businesses and to Small Businesses,
by Procurement Program: FY 1983 - FY 1979 ^{a/}

| PROCUREMENT PROGRAM | NET VALUE (\$000) | | | | | | PERCENT | | | | |
|--|-------------------|---------------|---------------|--------------|--------------|--|---------------------------|--------|--------|--------|--------|
| | FY 1983 | FY 1982 | FY 1981 | FY 1980 | FY 1979 | | FY '83 | FY '82 | FY '81 | FY '80 | FY '79 |
| TOTAL | \$140,482,972 | \$124,724,875 | \$105,222,386 | \$83,686,442 | \$70,956,014 | | | | | | |
| INTROGOVERNMENTAL | 9,802,800 | 12,755,040 | 9,798,208 | 10,159,600 | 7,287,783 | | | | | | |
| FOR WORK OUTSIDE THE U.S. B/ | 7,236,372 | 7,522,294 | 6,558,798 | 5,386,804 | 3,877,054 | | | | | | |
| EDUCATIONAL AND NONPROFIT INSTITUTIONS | 2,247,933 | 1,984,448 | 1,871,352 | 1,456,299 | 1,246,788 | | | | | | |
| BUSINESS FIRMS TOTAL | | | | | | | PERCENT OF TOTAL | | | | |
| MAJOR MFG GOODS (SUBTOTAL) | 121,095,867 | 102,463,093 | 87,194,528 | 66,703,739 | 58,544,389 | | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Aircraft | 80,806,612 | 67,870,480 | 53,321,836 | 40,978,875 | 37,482,290 | | 66.7 | 66.2 | 61.2 | 61.4 | 64.0 |
| Missile and Space Systems | 26,297,322 | 21,132,884 | 16,538,038 | 12,485,263 | 11,623,623 | | 21.7 | 20.6 | 19.0 | 18.7 | 19.9 |
| Ships | 14,048,328 | 12,711,620 | 10,232,085 | 7,889,975 | 6,860,088 | | 12.1 | 12.4 | 11.7 | 11.8 | 11.4 |
| Transportation | 12,818,958 | 8,352,412 | 7,383,248 | 5,955,170 | 5,038,633 | | 10.6 | 9.3 | 8.5 | 8.9 | 10.2 |
| Automotive | 2,428,970 | 2,323,852 | 1,823,192 | 2,133,048 | 2,109,387 | | 3.8 | 4.3 | 4.4 | 3.2 | 3.6 |
| Weapons | 3,188,429 | 3,560,448 | 2,763,881 | 2,757,770 | 1,771,007 | | 2.6 | 2.7 | 2.7 | 2.6 | 1.6 |
| Ammunition | 16,697,137 | 14,220,218 | 11,733,011 | 9,577,770 | 8,362,638 | | 13.8 | 13.9 | 13.5 | 14.4 | 14.3 |
| Electronics and Communications Equip. | 10,387,348 | 7,888,730 | 5,845,754 | 5,896,879 | 4,510,041 | | 8.6 | 7.7 | 6.7 | 8.8 | 7.7 |
| SERVICES | 29,891,907 | 26,703,903 | 28,026,838 | 19,827,985 | 16,552,058 | | 24.7 | 26.1 | 32.1 | 29.7 | 28.3 |
| Subsistence | 1,090,055 | 1,553,429 | 1,820,734 | 1,341,849 | 1,325,400 | | 0.9 | 1.5 | 1.9 | 2.0 | 2.3 |
| Textiles, Clothing, and Equipage | 1,091,401 | 1,015,913 | 866,635 | 821,201 | 547,803 | | 0.9 | 1.0 | 1.0 | 1.2 | 0.9 |
| Fuels and Lubricants | 6,901,100 | 7,666,252 | 10,351,184 | 4,595,138 | 3,052,819 | | 5.7 | 7.5 | 11.9 | 6.9 | 5.2 |
| Miscellaneous Mfg Goods | 4,707,105 | 4,335,559 | 3,669,716 | 2,960,240 | 2,423,621 | | 3.9 | 4.3 | 4.2 | 4.4 | 4.1 |
| Construction | 8,106,135 | 5,322,682 | 4,944,688 | 4,328,427 | 3,988,182 | | 5.0 | 5.2 | 5.7 | 6.5 | 6.8 |
| All Actions of \$25,000 or Less | 3,998,111 | 6,710,088 | 6,573,883 | 5,781,129 | 5,204,223 | | 8.3 | 6.5 | 7.5 | 8.7 | 8.9 |
| SMALL BUSINESS FIRMS FOR WORK IN THE U.S. | | | | | | | PERCENT OF BUSINESS FIRMS | | | | |
| SMALL BUSINESS TOTAL | 22,768,38 | 20,143,383 | 17,789,984 | 13,588,494 | 12,170,748 | | 18.8 | 19.7 | 20.4 | 20.4 | 20.8 |
| MAJOR MFG GOODS (SUBTOTAL) | 4,992,618 | 4,875,156 | 3,870,857 | 3,109,883 | 2,865,662 | | 6.2 | 7.2 | 7.3 | 7.6 | 7.6 |
| Aircraft | 755,526 | 714,957 | 576,900 | 457,230 | 435,695 | | 2.9 | 3.4 | 3.5 | 4.0 | 3.7 |
| Missile and Space Systems | 385,071 | 343,705 | 337,100 | 257,906 | 238,327 | | 2.6 | 2.7 | 3.3 | 3.3 | 3.6 |
| Ships | 1,015,742 | 1,072,919 | 1,006,629 | 698,387 | 587,070 | | 7.9 | 11.2 | 13.6 | 11.7 | 8.7 |
| Transportation | 862,574 | 809,176 | 450,759 | 335,007 | 352,177 | | 18.5 | 18.6 | 11.7 | 15.8 | 16.7 |
| Automotive | 165,180 | 202,753 | 177,154 | 165,037 | 141,412 | | 6.7 | 8.7 | 11.6 | 15.1 | 15.4 |
| Weapons | 488,984 | 437,177 | 264,123 | 229,382 | 284,323 | | 14.7 | 12.3 | 12.9 | 12.3 | 16.0 |
| Ammunition | 1,338,561 | 1,294,429 | 1,058,192 | 925,934 | 826,658 | | 8.0 | 9.1 | 9.0 | 9.7 | 9.9 |
| Electronics and Communications Equip. | 2,228,732 | 1,828,608 | 1,556,255 | 1,473,707 | 1,151,328 | | 21.4 | 23.2 | 26.6 | 25.0 | 25.5 |
| SERVICES | 15,546,388 | 13,439,619 | 12,342,872 | 9,004,904 | 8,152,759 | | 52.0 | 50.3 | 44.0 | 45.4 | 48.2 |
| Subsistence | 428,541 | 531,983 | 563,623 | 545,780 | 534,742 | | 36.4 | 48.9 | 48.9 | 47.7 | 48.2 |
| Textiles, Clothing, and Equipage | 928,279 | 788,317 | 844,411 | 608,880 | 374,395 | | 34.9 | 78.6 | 78.4 | 74.1 | 68.3 |
| Fuels and Lubricants | 3,084,016 | 3,150,058 | 2,854,385 | 1,285,931 | 1,136,039 | | 44.7 | 41.1 | 27.8 | 28.0 | 37.2 |
| Miscellaneous Mfg Goods | 1,627,796 | 1,744,536 | 1,537,632 | 1,016,513 | 899,233 | | 34.6 | 39.3 | 41.9 | 34.3 | 37.1 |
| Construction | 4,183,563 | 3,516,307 | 3,123,534 | 2,591,690 | 2,579,197 | | 68.2 | 66.1 | 63.2 | 59.9 | 64.5 |
| All Actions of \$25,000 or Less | 5,313,193 | 3,596,408 | 3,519,235 | 2,956,110 | 2,570,553 | | 53.2 | 53.6 | 53.5 | 51.1 | 49.4 |

Note: Refer to first page of this table for footnotes.

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TABLE 6a
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1988 - FY 1987 ^{a/}

(AMOUNTS IN THOUSANDS)

| MAJOR PROGRAM | TOTAL | ARMY | NAVY | AIR FORCE | DEFENSE LOGISTICS AGENCY | CIVIL FUNCTIONS | OTHER DEFENSE AGENCIES |
|--|---------------|--------------|--------------|--------------|--------------------------|-----------------|------------------------|
| FISCAL YEAR 1988 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$130,814,818 | \$27,534,472 | \$50,053,875 | \$39,600,915 | \$9,243,680 | \$2,034,804 | \$2,347,270 |
| MAJOR HARD GOODS (SUBTOTAL) | 85,856,513 | 17,882,874 | 38,136,526 | 28,879,158 | 607,607 | 25,464 | 524,784 |
| Aircraft | 24,978,326 | 2,483,784 | 9,325,897 | 12,842,371 | 146,264 | 0 | 0 |
| Missile and Space Systems | 19,913,230 | 3,748,752 | 7,230,338 | 8,503,094 | 8,259 | 0 | 3,183 |
| Ships | 13,917,230 | 3,748,752 | 13,917,230 | 8,503,094 | 8,259 | 0 | 0 |
| Tank-Automotive | 3,927,925 | 3,748,752 | 13,917,230 | 8,503,094 | 8,259 | 11,579 | 0 |
| Weapons | 1,857,468 | 3,748,752 | 13,917,230 | 8,503,094 | 8,259 | 546 | 28 |
| Amunition | 4,118,354 | 3,748,752 | 13,917,230 | 8,503,094 | 8,259 | 0 | 0 |
| Electronics and Communications Equip. | 17,753,269 | 3,748,752 | 13,917,230 | 8,503,094 | 8,259 | 0 | 0 |
| SERVICES | 12,029,739 | 2,786,069 | 4,193,841 | 3,086,806 | 185,291 | 13,336 | 521,572 |
| ALL OTHER (SUBTOTAL) | 32,928,564 | 7,065,429 | 7,723,208 | 7,824,951 | 8,470,782 | 247,898 | 1,539,734 |
| Substance | 1,259,007 | 89,375 | 52,120 | 39,767 | 1,080,745 | 0 | 0 |
| Textiles, Clothing, and Equipage | 3,730,195 | 1,257 | 14,386 | 17,415 | 1,957,388 | 0 | 35 |
| Fuels and Lubricants | 7,445,332 | 1,055,643 | 1,759,837 | 2,403,603 | 1,231,539 | 28 | 0 |
| Miscellaneous Hard Goods | 8,066,574 | 2,888,310 | 2,799,332 | 1,006,915 | 1,218,675 | 102,272 | 100,022 |
| Construction | 11,414,967 | 2,334,479 | 3,159,889 | 3,119,711 | 1,604,216 | 1,434,572 | 171,878 |
| All Actions of \$25,000 or Less | | | | | | 224,514 | |
| FISCAL YEAR 1987 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$135,340,300 | \$31,003,105 | \$48,943,978 | \$40,514,762 | \$9,232,111 | \$1,859,034 | \$3,687,310 |
| MAJOR HARD GOODS (SUBTOTAL) | 92,015,159 | 20,508,494 | 38,071,081 | 32,042,970 | 611,982 | 37,859 | 1,742,773 |
| Aircraft | 27,683,991 | 3,366,735 | 9,770,721 | 14,424,755 | 121,780 | 0 | 0 |
| Missile and Space Systems | 19,781,484 | 3,927,817 | 7,415,708 | 8,535,161 | 2,569 | 0 | 228 |
| Ships | 11,474,728 | 3,69,401 | 11,306,748 | 4,616 | 67,703 | 26,264 | 0 |
| Tank-Automotive | 4,853,652 | 4,674,628 | 38,175 | 72,582 | 67,162 | 888 | 227 |
| Weapons | 2,098,819 | 699,746 | 1,033,839 | 361,858 | 3,376 | 0 | 0 |
| Amunition | 4,555,004 | 3,444,328 | 528,613 | 482,065 | 0 | 0 | 0 |
| Electronics and Communications Equip. | 22,567,471 | 4,325,841 | 7,977,280 | 8,161,933 | 349,392 | 10,707 | 1,742,318 |
| SERVICES | 11,044,330 | 2,688,426 | 3,516,622 | 2,886,879 | 140,218 | 220,612 | 1,591,573 |
| ALL OTHER (SUBTOTAL) | 31,280,811 | 7,806,195 | 7,356,275 | 5,684,913 | 8,479,911 | 1,500,563 | 352,964 |
| Substance | 1,178,445 | 87,218 | 32,720 | 42,573 | 1,015,794 | 140 | 0 |
| Textiles, Clothing, and Equipage | 3,885,534 | 33,531 | 39,608 | 29,998 | 882,015 | 69 | 314 |
| Fuels and Lubricants | 6,027,834 | 54,106 | 12,889 | 38,920 | 2,930,633 | 438 | 888 |
| Miscellaneous Hard Goods | 3,020,944 | 1,165,583 | 1,697,768 | 1,140,183 | 1,774,270 | 87,809 | 155,331 |
| Construction | 8,895,666 | 3,435,987 | 2,784,323 | 1,335,565 | 9,965 | 1,292,304 | 37,511 |
| All Actions of \$25,000 or Less | 11,162,388 | 3,029,760 | 2,788,987 | 3,087,685 | 1,867,233 | 219,803 | 158,940 |

a/ For definitions and coverage, see notes on coverage.
 B/ Excludes foreign concerns with performance in U.S.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1986 - FY 1985

R/

(AMOUNTS IN THOUSANDS)

| MAJOR PROGRAM | TOTAL | ARMY | NAVY | AIR FORCE | DEFENSE LOGISTICS AGENCY | CIVIL FUNCTIONS | OTHER DEFENSE AGENCIES |
|--|---------------|--------------|--------------|--------------|--------------------------|-----------------|------------------------|
| FISCAL YEAR 1986 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$138,497,058 | \$31,438,981 | \$44,232,282 | \$41,738,732 | \$13,503,225 | \$1,588,353 | \$3,997,475 |
| MAJOR HARD GOODS (SUBTOTAL) | 92,822,136 | 21,195,883 | 35,026,392 | 34,057,683 | 840,790 | 15,833 | 1,885,575 |
| Aircraft | 32,287,221 | 3,918,372 | 10,187,117 | 18,388,807 | 95,125 | 0 | 0 |
| Missile and Space Systems | 18,355,707 | 4,786,862 | 7,485,487 | 7,389,585 | 2,813 | 0 | 10,950 |
| Ships | 5,212,521 | 5,025,298 | 9,259,713 | 1,228,800 | 84,883 | 11,388 | 320 |
| Tank/Automotive | 2,704,203 | 3,015,785 | 1,908,232 | 112,485 | 71,894 | 1,050 | 0 |
| Weapons | 4,488,585 | 3,180,870 | 4,598,486 | 712,426 | 4,321 | 0 | 45 |
| Aviation | 10,743,183 | 3,588,938 | 6,770,357 | 7,064,380 | 401,838 | 3,395 | 1,874,277 |
| Electronics and Communications Equip. | | | | | | | |
| SERVICES | 10,447,432 | 2,253,748 | 2,978,839 | 2,989,707 | 128,021 | 172,890 | 1,824,426 |
| ALL OTHER (SUBTOTAL) | 33,227,480 | 7,889,348 | 8,227,281 | 4,889,362 | 12,734,414 | 1,398,830 | 287,474 |
| Substance | 1,261,358 | 85,378 | 52,830 | 28,976 | 1,084,374 | 0 | 0 |
| Textiles, Clothing, and Equipage | 1,057,814 | 52,863 | 12,780 | 29,861 | 981,973 | 58 | 359 |
| Fuels and Lubricants | 7,235,881 | 44,035 | 23,417 | 45,881 | 7,121,234 | 1,017 | 111,764 |
| Miscellaneous Hard Goods | 5,547,986 | 1,072,406 | 1,515,104 | 1,080,027 | 1,728,266 | 60,421 | 111,764 |
| Construction | 7,832,128 | 2,877,888 | 1,877,888 | 785,756 | 7,196 | 1,124,063 | 19,835 |
| All Actions of \$25,000 or Less | 10,931,813 | 2,818,447 | 2,745,882 | 2,738,861 | 1,821,373 | 219,071 | 155,399 |
| FISCAL YEAR 1985 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$138,588,834 | \$31,182,491 | \$45,656,475 | \$45,468,686 | \$12,189,521 | \$1,624,135 | \$3,455,326 |
| MAJOR HARD GOODS (SUBTOTAL) | 98,144,846 | 21,528,199 | 38,809,846 | 37,860,685 | 580,188 | 31,148 | 1,724,780 |
| Aircraft | 34,578,580 | 3,728,610 | 10,203,015 | 20,559,971 | 87,984 | 0 | 0 |
| Missile and Space Systems | 18,667,898 | 3,720,210 | 8,613,893 | 8,325,883 | 2,243 | 0 | 1,870 |
| Ships | 10,408,343 | 4,38,846 | 10,270,881 | 99,211 | 55,846 | 20,799 | 540 |
| Tank/Automotive | 3,252,577 | 1,525,268 | 1,328,869 | 29,286 | 58,800 | 1,440 | 0 |
| Weapons | 4,584,577 | 4,621,313 | 1,883,432 | 262,603 | 4,438 | 0 | 0 |
| Aviation | 4,584,577 | 4,621,313 | 1,883,432 | 262,603 | 4,438 | 0 | 0 |
| Electronics and Communications Equip. | | | | | | | |
| SERVICES | 22,037,858 | 3,863,201 | 7,802,013 | 8,318,453 | 382,711 | 8,909 | 1,722,370 |
| SERVICES | 8,126,012 | 1,863,578 | 2,824,695 | 2,800,416 | 121,830 | 129,279 | 1,486,211 |
| ALL OTHER (SUBTOTAL) | 32,315,776 | 7,760,713 | 8,421,834 | 5,007,583 | 11,477,503 | 1,463,708 | 244,335 |
| Substance | 1,023,803 | 92,041 | 32,243 | 27,823 | 871,496 | 0 | 0 |
| Textiles, Clothing, and Equipage | 1,143,180 | 62,494 | 16,138 | 42,428 | 1,021,985 | 115 | 0 |
| Fuels and Lubricants | 6,307,354 | 35,171 | 20,081 | 60,054 | 6,189,843 | 1,193 | 1,232 |
| Miscellaneous Hard Goods | 5,482,732 | 1,305,386 | 1,488,088 | 1,137,522 | 1,395,205 | 87,045 | 98,568 |
| Construction | 7,885,820 | 3,027,307 | 2,237,507 | 1,888,080 | 11,764 | 1,188,874 | 23,842 |
| All Actions of \$25,000 or Less | 10,482,287 | 2,778,348 | 2,846,557 | 2,753,686 | 1,997,410 | 1,188,874 | 120,585 |

Note: Refer to first page of this table for footnotes.

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TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1984 - FY 1983 ^{a/}

(AMOUNTS IN THOUSANDS)

| MAJOR PROGRAM | TOTAL | ARMY | NAVY | AIR FORCE | DEFENSE LOGISTICS AGENCY | CIVIL FUNCTIONS | OTHER DEFENSE AGENCIES |
|--|---------------|--------------|--------------|--------------|--------------------------|-----------------|------------------------|
| FISCAL YEAR 1984 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$124,912,148 | \$27,861,426 | \$39,948,244 | \$40,508,812 | \$11,673,281 | \$1,743,693 | \$3,178,692 |
| MAJOR HARD GOODS (SUBTOTAL) | 86,315,236 | 18,306,750 | 31,749,771 | 32,235,110 | 513,499 | 22,752 | 1,486,454 |
| Aircraft | 28,234,559 | 3,234,589 | 8,843,098 | 17,267,971 | 88,912 | 0 | 0 |
| Missile and Space Systems | 18,483,232 | 3,624,828 | 5,750,288 | 7,288,376 | 81,755 | 0 | 827 |
| Ships | 8,353,141 | 1,331,468 | 9,222,982 | 7,288,376 | 81,755 | 0 | 0 |
| Tank-Automotive | 4,888,583 | 4,832,841 | 11,377 | 84,583 | 58,944 | 17,800 | 230 |
| Weapons | 2,425,884 | 1,312,801 | 831,516 | 278,235 | 0 | 1,588 | 0 |
| Amunition | 3,955,411 | 1,211,247 | 672,327 | 121,337 | 273,162 | 0 | 0 |
| Electronics and Communications Equip. | 19,493,514 | 3,117,180 | 6,618,182 | 8,186,019 | 0 | 3,364 | 1,485,597 |
| SERVICES | 8,478,023 | 1,736,468 | 2,634,093 | 2,454,712 | 58,799 | 108,166 | 1,487,784 |
| ALL OTHER (SUBTOTAL) | 30,118,789 | 6,818,207 | 5,584,380 | 4,815,990 | 11,102,883 | 1,612,775 | 204,454 |
| Subsistence | 1,112,171 | 100,077 | 42,814 | 34,254 | 935,226 | 0 | 0 |
| Textiles, Clothing, and Equipage | 1,086,823 | 132,975 | 28,982 | 95,018 | 831,805 | 0 | 32 |
| Fuels and Lubricants | 6,325,389 | 1,211,378 | 1,267,212 | 978,783 | 6,261,128 | 2,602 | 78,748 |
| Miscellaneous Hard Goods | 6,376,817 | 2,594,480 | 1,766,380 | 978,783 | 1,261,128 | 91,216 | 24,404 |
| Construction | 6,376,817 | 2,594,480 | 1,766,380 | 978,783 | 1,261,128 | 1,321,486 | 24,404 |
| All Actions of \$25,000 or Less | 9,386,511 | 2,586,300 | 2,400,672 | 2,755,929 | 1,846,108 | 195,388 | 103,238 |
| FISCAL YEAR 1983 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$121,095,867 | \$24,580,329 | \$43,880,152 | \$35,649,243 | \$12,149,543 | \$1,854,132 | \$2,982,488 |
| MAJOR HARD GOODS (SUBTOTAL) | 80,806,612 | 17,031,106 | 32,880,066 | 28,984,585 | 461,071 | 39,197 | 1,429,987 |
| Aircraft | 28,287,222 | 2,577,700 | 8,241,845 | 15,293,523 | 84,164 | 0 | 0 |
| Missile and Space Systems | 18,483,232 | 3,423,555 | 12,640,938 | 8,811,971 | 68,408 | 0 | 8,900 |
| Ships | 14,979,167 | 1,979,167 | 12,640,938 | 13,113 | 48,425 | 34,011 | 0 |
| Tank-Automotive | 2,464,359 | 4,468,843 | 11,554 | 13,113 | 48,425 | 1,331 | 93 |
| Weapons | 2,439,870 | 1,522,207 | 642,377 | 263,374 | 2,012 | 0 | 0 |
| Amunition | 3,199,428 | 2,384,390 | 752,655 | 78,371 | 2,288 | 0 | 2,725 |
| Electronics and Communications Equip. | 16,687,137 | 2,587,875 | 6,020,176 | 6,402,197 | 254,855 | 3,855 | 1,418,179 |
| SERVICES | 10,387,348 | 1,370,137 | 5,277,181 | 2,184,326 | 35,476 | 110,086 | 1,420,142 |
| ALL OTHER (SUBTOTAL) | 29,891,907 | 6,179,086 | 5,742,305 | 4,480,332 | 11,652,986 | 1,704,849 | 132,339 |
| Subsistence | 1,090,055 | 103,063 | 66,835 | 40,535 | 879,622 | 0 | 0 |
| Textiles, Clothing, and Equipage | 1,091,401 | 18,709 | 18,709 | 60,378 | 1,002,332 | 0 | 0 |
| Fuels and Lubricants | 6,901,100 | 1,782 | 1,782 | 6,788,319 | 6,788,319 | 1,248 | 0 |
| Miscellaneous Hard Goods | 6,707,105 | 1,224,527 | 1,371,239 | 7,520 | 1,168,319 | 11,582 | 40,307 |
| Construction | 6,707,105 | 1,224,527 | 1,371,239 | 7,520 | 1,168,319 | 1,408,567 | 14,005 |
| All Actions of \$25,000 or Less | 9,986,111 | 2,613,876 | 2,637,445 | 2,678,645 | 1,810,486 | 177,672 | 77,987 |

Note: Refer to first page of this table for footnotes.

TABLE 6a (continued)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1982 - FY 1981

R/

(AMOUNTS IN THOUSANDS)

| MAJOR PROGRAM | TOTAL | ARMY | NAVY | AIR FORCE | DEFENSE LOGISTICS AGENCY | CIVIL FUNCTIONS | OTHER DEFENSE AGENCIES |
|--|---------------|--------------|--------------|--------------|--------------------------|-----------------|------------------------|
| FISCAL YEAR 1982 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$102,463,083 | \$22,515,128 | \$35,694,518 | \$27,618,417 | \$12,541,971 | \$1,872,671 | \$2,219,387 |
| MAJOR HARD GOODS (SUBTOTAL) | 87,870,480 | 15,880,961 | 28,821,843 | 21,699,235 | 582,299 | 28,273 | 877,849 |
| Aircraft | 21,132,884 | 2,108,883 | 8,488,895 | 10,519,806 | 37,882 | 38 | 0 |
| Missile and Space Systems | 12,521,419 | 3,921,621 | 9,428,518 | 5,138,837 | 67,385 | 0 | 2,780 |
| Shipbuilding | 4,355,915 | 4,184,928 | 11,723 | 11,723 | 28,934 | 22,480 | 0 |
| Vehicle/Automotive | 2,331,955 | 1,372,754 | 587,454 | 269,081 | 2,617 | 1,266 | 77 |
| Weapons | 3,580,449 | 2,611,251 | 582,528 | 386,080 | 610 | 0 | 39 |
| Amunition | 14,220,218 | 2,468,086 | 5,176,208 | 5,283,122 | 413,372 | 0 | 874,953 |
| Electronics and Communications Equip. | 7,488,730 | 1,382,488 | 3,076,641 | 2,028,345 | 29,480 | 4,473 | 1,240,793 |
| SERVICES | 26,763,903 | 5,251,679 | 3,798,035 | 3,891,837 | 11,950,192 | 1,713,415 | 100,745 |
| ALL OTHER (SUBTOTAL) | 1,553,429 | 259,898 | 88,442 | 201,577 | 1,003,512 | 0 | 0 |
| Substance | 1,523,523 | 28,382 | 44,482 | 22,866 | 1,540,093 | 136 | 57 |
| Fertilizer, Clothing, and Equipage | 4,326,556 | 1,034,325 | 1,117,238 | 753,589 | 1,339,302 | 2,078 | 77 |
| Fuels and Lubricants | 5,222,682 | 2,018,868 | 1,137,041 | 668,822 | 5,713 | 95,378 | 31,732 |
| Miscellaneous Hard Goods | 6,710,088 | 1,875,877 | 1,385,883 | 2,184,702 | 1,081,448 | 1,485,309 | 1,081 |
| Construction | | | | | | 130,554 | 61,794 |
| All Actions of \$25,000 or Less | | | | | | | |
| FISCAL YEAR 1981 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$87,194,528 | \$18,385,681 | \$26,752,258 | \$23,367,536 | \$14,846,845 | \$1,934,978 | \$1,827,229 |
| MAJOR HARD GOODS (SUBTOTAL) | 53,321,936 | 12,831,119 | 21,351,572 | 18,096,454 | 430,230 | 49,409 | 763,152 |
| Aircraft | 18,538,058 | 1,528,304 | 5,823,494 | 9,345,482 | 32,814 | 7,963 | 0 |
| Missile and Space Systems | 10,232,085 | 2,564,075 | 3,487,321 | 4,169,933 | 13 | 13 | 50 |
| Shipbuilding | 7,393,248 | 43,043 | 7,280,713 | 2,620 | 54,564 | 32,309 | 0 |
| Vehicle/Automotive | 3,848,480 | 3,744,479 | 6,589 | 64,308 | 28,723 | 4,381 | 0 |
| Weapons | 1,523,192 | 804,838 | 516,698 | 200,062 | 1,524 | 26 | 44 |
| Amunition | 2,053,861 | 1,520,388 | 362,478 | 170,711 | 262 | 0 | 21 |
| Electronics and Communications Equip. | 11,733,011 | 2,425,992 | 4,084,278 | 4,143,337 | 311,650 | 4,717 | 763,037 |
| SERVICES | 5,845,754 | 1,119,520 | 1,699,180 | 1,884,366 | 15,989 | 153,909 | 972,790 |
| ALL OTHER (SUBTOTAL) | 28,026,838 | 4,615,042 | 3,701,507 | 3,386,716 | 14,500,626 | 1,731,660 | 91,287 |
| Substance | 1,820,734 | 247,770 | 71,255 | 187,346 | 1,114,363 | 0 | 0 |
| Fertilizer, Clothing, and Equipage | 886,635 | 13,822 | 13,822 | 25,390 | 817,747 | 110 | 26 |
| Fuels and Lubricants | 10,351,114 | 20,982 | 17,444 | 52,358 | 10,247,591 | 2,711 | 120 |
| Miscellaneous Hard Goods | 3,669,716 | 874,344 | 880,788 | 582,377 | 1,225,199 | 99,077 | 27,851 |
| Construction | 4,944,686 | 1,729,822 | 1,191,212 | 509,132 | 4,320 | 1,498,202 | 11,898 |
| All Actions of \$25,000 or Less | 6,573,883 | 1,732,604 | 1,527,006 | 2,040,115 | 1,091,406 | 131,560 | 51,192 |

Note: Refer to first page of this table for footnotes.

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 Operations and Reports

TABLE 6a (concluded)
DoD Prime Contract Awards by Procurement Program,
According to Defense Component: FY 1980 - FY 1979 ^{AV}

(AMOUNTS IN THOUSANDS)

| MAJOR PROGRAM | TOTAL | ARMY | NAVY | AIR FORCE | DEFENSE LOGISTICS AGENCY | CIVIL FUNCTIONS | OTHER DEFENSE AGENCIES |
|--|--------------|--------------|--------------|--------------|--------------------------|-----------------|------------------------|
| FISCAL YEAR 1980 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$66,703,739 | \$13,434,960 | \$22,804,394 | \$18,664,065 | \$8,436,425 | \$1,826,033 | \$1,537,862 |
| MAJOR HARD GOODS (SUBTOTAL) | 40,978,875 | 8,594,566 | 17,354,105 | 13,986,262 | 315,621 | 56,278 | 672,043 |
| Aircraft | 12,485,263 | 1,232,844 | 4,172,890 | 7,057,184 | 22,345 | 0 | 0 |
| Missile and Space Systems | 7,889,975 | 1,827,542 | 3,128,886 | 2,931,941 | 1,433 | 0 | 173 |
| Ships | 5,955,170 | 35,708 | 5,814,970 | 2,931,941 | 51,082 | 52,790 | 0 |
| Tank-Automotive | 2,115,094 | 2,002,544 | 4,285 | 82,343 | 23,437 | 2,437 | 48 |
| Weapons | 1,091,843 | 963,016 | 234,505 | 194,003 | 325 | 0 | 0 |
| Aviation | 1,091,843 | 963,016 | 234,505 | 194,003 | 325 | 0 | 0 |
| Electronics and Communications Equip. | 3,459,590 | 1,588,152 | 3,572,950 | 3,526,576 | 216,619 | 1,051 | 671,822 |
| SERVICES | 5,896,879 | 841,978 | 2,257,735 | 1,809,072 | 12,278 | 185,921 | 789,895 |
| ALL OTHER (SUBTOTAL) | 19,827,985 | 3,998,416 | 3,192,554 | 2,868,731 | 8,108,526 | 1,583,834 | 75,924 |
| Subsistence | 1,341,849 | 227,151 | 61,908 | 159,345 | 893,435 | 0 | 0 |
| Textiles, Clothing, and Equipage | 821,201 | 9,071 | 16,431 | 31,127 | 784,408 | 164 | 0 |
| Fuels and Lubricants | 4,595,139 | 24,006 | 17,658 | 37,012 | 4,513,918 | 2,404 | 141 |
| Miscellaneous Hard Goods | 2,960,240 | 720,083 | 747,520 | 386,890 | 985,502 | 89,713 | 20,552 |
| Construction | 4,328,427 | 1,417,333 | 1,105,528 | 423,204 | 4,201 | 1,368,492 | 9,669 |
| All Actions of \$25,000 or Less | 5,781,129 | 1,600,782 | 1,243,509 | 1,821,153 | 947,062 | 1,123,061 | 45,562 |
| FISCAL YEAR 1979 | | | | | | | |
| BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/ | \$59,544,389 | \$12,151,107 | \$20,949,815 | \$16,210,363 | \$6,408,610 | \$1,513,362 | \$1,311,132 |
| MAJOR HARD GOODS (SUBTOTAL) | 37,482,290 | 8,145,686 | 16,326,426 | 12,136,253 | 275,646 | 30,344 | 567,935 |
| Aircraft | 11,623,623 | 1,136,158 | 4,002,183 | 5,489,060 | 16,176 | 46 | 0 |
| Missile and Space Systems | 6,660,088 | 1,558,175 | 2,712,098 | 2,386,766 | 498 | 0 | 2,551 |
| Ships | 6,038,633 | 36,490 | 5,932,068 | 441 | 40,584 | 27,600 | 450 |
| Tank-Automotive | 2,106,987 | 2,017,658 | 14,080 | 52,713 | 21,024 | 1,512 | 0 |
| Weapons | 917,314 | 540,113 | 208,642 | 168,167 | 293 | 0 | 99 |
| Aviation | 1,773,007 | 1,279,948 | 290,984 | 201,616 | 459 | 0 | 0 |
| Electronics and Communications Equip. | 8,362,638 | 1,577,144 | 3,165,371 | 2,857,490 | 196,612 | 1,186 | 564,935 |
| SERVICES | 4,510,041 | 822,713 | 1,803,517 | 1,476,058 | 10,202 | 115,409 | 682,142 |
| ALL OTHER (SUBTOTAL) | 16,552,058 | 3,382,708 | 3,019,872 | 2,598,052 | 6,122,762 | 1,367,609 | 61,055 |
| Subsistence | 1,325,400 | 220,369 | 52,037 | 127,858 | 925,136 | 0 | 0 |
| Textiles, Clothing, and Equipage | 547,803 | 36,185 | 10,615 | 34,638 | 466,181 | 184 | 0 |
| Fuels and Lubricants | 3,052,819 | 14,246 | 15,464 | 16,464 | 3,014,735 | 1,466 | 69 |
| Miscellaneous Hard Goods | 2,423,621 | 475,229 | 591,505 | 373,596 | 842,344 | 122,371 | 18,576 |
| Construction | 3,998,192 | 1,232,194 | 1,232,194 | 406,056 | 4,934 | 1,135,640 | 7,269 |
| All Actions of \$25,000 or Less | 5,204,223 | 1,432,987 | 1,119,275 | 1,639,440 | 869,432 | 1,107,948 | 35,141 |

Note: Refer to first page of this table for footnotes.

AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percent distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1979 through FY 1988, are shown in Table 7.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government agencies, amounted to \$22,268 million during FY 1988 and accounted for 16.6 percent of all DoD procurement. During FY 1987 the comparable amount was \$21,516 million, which was 15.5 percent of the total awards.

Between FY 1979 and FY 1986, the relative share of RDT&E procurement to total procurement remained consistently around 13 or 14 percent, except for FY 1981 (11.7 percent), and then during FY 1987 it rose to 15.5 percent and rose again in FY 1988 to 16.6 percent.

Contract awards for RDT&E by procurement program are shown for FY 1979 through FY 1988 in Table 8. This table shows the percentage of RDT&E awards in each program based on the totals shown in Table 6.

TABLE 7
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1988 - FY 1984 ^{A/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACTOR | FY 1988 | | FY 1987 | | FY 1986 | | FY 1985 | | FY 1984 | |
|---|--------------|------|--------------|------|--------------|------|--------------|------|--------------|------|
| | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| TOTAL | \$22,601,857 | | \$21,867,373 | | \$19,866,851 | | \$18,995,920 | | \$18,343,849 | |
| INTRAGOVERNMENTAL | 186,028 | | 150,594 | | 118,810 | | 132,146 | | 509,159 | |
| FOR WORK OUTSIDE U. S. B/ | 187,745 | | 200,688 | | 181,611 | | 124,638 | | 47,400 | |
| TOTAL, EXCEPT ABOVE | 22,287,884 | 16.6 | 21,516,081 | 15.5 | 19,566,230 | 14.0 | 18,739,138 | 13.1 | 17,787,390 | 13.9 |
| Army | 3,286,264 | 11.8 | 3,184,453 | 10.1 | 2,841,728 | 8.9 | 2,410,122 | 7.6 | 2,135,481 | 7.5 |
| Air Force | 6,486,685 | 12.6 | 7,386,012 | 14.7 | 7,286,119 | 16.1 | 6,518,172 | 14.0 | 5,682,206 | 13.8 |
| Defense Logistics Agency | 11,727,097 | 28.5 | 9,852,135 | 23.3 | 8,276,587 | 19.2 | 8,720,889 | 18.6 | 9,186,425 | 22.0 |
| Civil Functions | 30,135 | 0.3 | 39,551 | 0.4 | 18,282 | 0.1 | 25,997 | 0.2 | 11,348 | 0.1 |
| Other Defense Agencies | 5,388 | 0.2 | 2,983 | 0.2 | 2,893 | 0.2 | 320 | 0.0 | 801,502 | 24.1 |
| | 742,314 | 29.8 | 1,080,243 | 28.0 | 1,140,811 | 27.2 | 1,082,438 | 28.2 | 801,502 | 24.1 |
| EDUCATIONAL + NONPROFIT INSTITUTIONS | 2,747,010 | 79.2 | 2,709,218 | 77.5 | 2,616,458 | 77.7 | 2,462,973 | 78.7 | 2,122,598 | 78.3 |
| Army | 267,306 | 60.7 | 283,468 | 59.8 | 258,140 | 59.1 | 228,339 | 56.7 | 181,782 | 53.0 |
| Navy | 947,976 | 33.0 | 888,986 | 32.2 | 985,425 | 35.6 | 954,591 | 39.0 | 830,111 | 36.0 |
| Air Force | 1,395,297 | 86.4 | 1,355,845 | 85.0 | 1,217,643 | 84.0 | 1,123,151 | 84.5 | 984,787 | 85.3 |
| Defense Logistics Agency | 20,603 | 23.2 | 23,493 | 23.5 | 6,880 | 7.6 | 9,475 | 11.5 | 11,546 | 19.2 |
| Civil Functions | 1,507 | 3.6 | 1,876 | 5.1 | 6,889 | 1.6 | 1,168 | 0.3 | 1,122 | 0.3 |
| Other Defense Agencies | 114,321 | 80.6 | 155,739 | 73.3 | 147,701 | 74.7 | 147,249 | 81.6 | 104,231 | 79.8 |
| BUSINESS FIRMS FOR WORK IN THE U. S. | 19,520,874 | 14.9 | 18,806,873 | 13.9 | 16,949,772 | 12.4 | 16,276,165 | 11.7 | 15,684,791 | 12.5 |
| Army | 3,938,958 | 11.0 | 2,890,984 | 9.3 | 2,582,598 | 8.2 | 2,181,783 | 7.0 | 1,943,688 | 7.0 |
| Navy | 5,518,708 | 11.0 | 5,477,016 | 13.2 | 6,300,694 | 14.2 | 5,584,581 | 12.2 | 4,832,085 | 12.1 |
| Air Force | 10,331,800 | 26.1 | 8,466,200 | 20.9 | 7,058,944 | 16.9 | 7,597,238 | 18.7 | 8,181,628 | 20.2 |
| Defense Logistics Agency | 6,532 | 0.1 | 16,058 | 0.2 | 11,412 | 0.1 | 16,522 | 0.1 | 0 | 0.0 |
| Civil Functions | 3,882 | 0.2 | 2,019 | 0.1 | 2,024 | 0.1 | 352 | 0.0 | 108 | 0.0 |
| Other Defense Agencies | 627,993 | 26.6 | 934,508 | 25.3 | 993,110 | 24.8 | 915,189 | 26.5 | 687,271 | 21.9 |
| SMALL BUSINESS FIRMS | 1,446,030 | 5.7 | 1,488,073 | 5.6 | 1,263,937 | 4.7 | 1,187,546 | 4.6 | 915,118 | 3.9 |
| Army | 425,352 | 6.0 | 445,496 | 5.9 | 363,852 | 4.8 | 323,785 | 4.2 | 275,505 | 4.1 |
| Navy | 416,125 | 5.1 | 349,305 | 4.5 | 303,750 | 4.1 | 282,593 | 4.0 | 184,728 | 3.0 |
| Air Force | 457,490 | 8.9 | 474,427 | 8.8 | 403,463 | 8.3 | 400,829 | 8.5 | 295,156 | 6.8 |
| Defense Logistics Agency | 2,951 | 0.0 | 4,877 | 0.1 | 1,267 | 0.0 | 16,175 | 0.3 | 0 | 0.0 |
| Civil Functions | 2,951 | 0.2 | 2,383 | 0.2 | 189,583 | 30.2 | 165,578 | 29.8 | 159,688 | 29.9 |
| Other Defense Agencies | 144,112 | 30.6 | 212,383 | 27.1 | 189,583 | 30.2 | 165,578 | 29.8 | 159,688 | 29.9 |

A/ For definitions and coverage, see notes on coverage.
 B/ Includes foreign firms for performance in U.S.
 * Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 3.

TABLE 7 (concluded)
DoD Prime Contract Awards for Research, Development, Test, and Evaluation
by Type of Contractor and Defense Component: FY 1983 - FY 1979 ^{R/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACTOR | FY 1983 | | FY 1982 | | FY 1981 | | FY 1980 | | FY 1979 | |
|---|--------------|------|--------------|------|--------------|------|-------------|------|-------------|------|
| | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| TOTAL | \$16,373,554 | | \$14,902,239 | | \$10,501,836 | | \$9,485,299 | | \$8,559,869 | |
| INTRAGOVERNMENTAL | 931,341 | | 427,858 | | 33,684 | | 72,803 | | 57,001 | |
| FOR WORK OUTSIDE U. S. B/ | 29,248 | | 29,318 | | 56,263 | | 38,257 | | 21,119 | |
| TOTAL, EXCEPT ABOVE | 15,442,213 | 12.5 | 14,474,381 | 13.8 | 10,468,152 | 11.7 | 9,412,496 | 13.8 | 8,482,868 | 14.2 |
| Army | 2,048,527 | 8.2 | 2,295,687 | 10.5 | 2,024,997 | 11.0 | 1,913,807 | 14.1 | 1,870,554 | 15.2 |
| Navy | 2,225,140 | 8.7 | 2,351,720 | 10.5 | 2,342,710 | 9.3 | 3,109,613 | 13.4 | 3,110,282 | 14.1 |
| Air Force | 8,733,376 | 23.8 | 7,953,720 | 27.8 | 5,322,488 | 22.1 | 3,908,888 | 20.2 | 3,215,826 | 19.2 |
| Defense Logistics Agency | 5,283 | 0.1 | 5,335 | * | 1,707 | 0.1 | 13,218 | 0.7 | 2,778 | * |
| Civil Functions | 4,477 | * | 5,588 | * | 1,707 | 0.1 | 13,218 | 0.7 | 2,778 | * |
| Other Defense Agencies | 785,927 | 25.3 | 569,277 | 24.6 | 500,840 | 26.2 | 426,563 | 26.5 | 377,429 | 27.3 |
| EDUCATIONAL + NONPROFIT INSTITUTIONS | 1,734,964 | 77.2 | 1,497,815 | 75.0 | 1,247,799 | 74.7 | 1,127,892 | 77.5 | 971,861 | 77.9 |
| Army | 158,476 | 51.3 | 142,618 | 54.2 | 90,224 | 42.7 | 77,435 | 45.8 | 65,341 | 44.1 |
| Navy | 573,539 | 83.0 | 489,998 | 75.1 | 434,538 | 85.4 | 414,546 | 86.7 | 379,680 | 90.4 |
| Air Force | 910,998 | 84.3 | 803,296 | 84.9 | 663,033 | 86.1 | 576,161 | 86.5 | 469,764 | 85.4 |
| Defense Logistics Agency | 5,977 | 59.8 | 4,693 | 22.4 | 1,507 | 12.4 | 1,507 | 15.1 | 2,550 | 38.4 |
| Civil Functions | 297 | 0.3 | 461 | 1.4 | 948 | 1.2 | 1,400 | 1.4 | 249 | 0.5 |
| Other Defense Agencies | 86,977 | 88.4 | 66,749 | 70.5 | 56,705 | 67.0 | 57,243 | 76.4 | 54,097 | 73.1 |
| BUSINESS FIRMS FOR WORK IN THE U. S. | 13,678,101 | 11.3 | 12,937,248 | 12.6 | 9,184,090 | 10.5 | 8,246,547 | 12.4 | 7,509,889 | 12.8 |
| Army | 1,890,161 | 7.7 | 2,253,069 | 10.0 | 1,944,773 | 10.6 | 1,836,372 | 13.7 | 1,805,213 | 14.9 |
| Navy | 3,282,866 | 7.4 | 3,051,422 | 8.5 | 2,107,572 | 7.9 | 2,595,067 | 11.8 | 2,830,622 | 12.6 |
| Air Force | 7,821,738 | 21.9 | 7,149,467 | 25.9 | 4,866,656 | 20.0 | 3,332,708 | 17.9 | 2,748,192 | 17.0 |
| Defense Logistics Agency | 4,206 | * | 637 | * | 195 | * | 362 | * | 0 | 0.0 |
| Civil Functions | 180 | * | 125 | * | 759 | * | 12,418 | 0.7 | 529 | 0.0 |
| Other Defense Agencies | 698,950 | 23.4 | 502,528 | 22.6 | 444,135 | 24.3 | 369,620 | 24.0 | 323,332 | 24.7 |
| SMALL BUSINESS FIRMS | 831,099 | 3.7 | 733,139 | 3.6 | 678,551 | 3.8 | 584,303 | 4.3 | 502,394 | 4.1 |
| Army | 244,276 | 3.8 | 192,050 | 3.8 | 192,757 | 4.3 | 104,716 | 3.2 | 91,910 | 3.0 |
| Navy | 156,516 | 3.3 | 171,738 | 4.4 | 203,324 | 6.8 | 205,730 | 7.1 | 183,763 | 5.8 |
| Air Force | 272,556 | 6.6 | 224,730 | 5.5 | 205,090 | 6.0 | 172,315 | 7.1 | 139,400 | 6.0 |
| Defense Logistics Agency | 0 | 0.0 | 92 | 0.0 | 890 | 0.1 | 144 | * | 73 | 0.0 |
| Civil Functions | 72 | * | 92 | * | 890 | 0.1 | 144 | * | 73 | 0.0 |
| Other Defense Agencies | 157,277 | 38.9 | 128,089 | 38.8 | 113,788 | 44.9 | 100,778 | 42.0 | 87,308 | 50.9 |

NOTE: Refer to first page of this table for footnotes.

TABLE 8
DoD Prime Contract Awards for Research, Development, Test and Evaluation
by Procurement Program: FY 1988 - FY 1979 ^{A/}

| PROCUREMENT PROGRAM | NET VALUE (\$000) | | | | | | PERCENT | | | | | |
|---|-------------------|--------------|--------------|--------------|--------------|---------|---------|--------|--------|--------|--------|--------|
| | FY 1988 | FY 1987 | FY 1986 | FY 1985 | FY 1984 | FY 1983 | FY '82 | FY '81 | FY '80 | FY '79 | FY '78 | FY '77 |
| TOTAL | | | | | | | | | | | | |
| INTRA-DEPARTMENTAL | \$22,601,957 | \$21,887,373 | \$19,886,551 | \$18,995,920 | \$18,343,948 | 14.9 | 14.0 | 12.5 | 11.6 | 12.6 | | |
| FOR WORK OUTSIDE THE U.S. ^{B/} | 166,028 | 150,594 | 118,810 | 132,148 | 509,158 | 1.8 | 1.7 | 1.2 | 1.1 | 5.0 | | |
| TOTAL, EXCEPT ABOVE | 22,267,384 | 21,516,081 | 19,566,230 | 18,739,138 | 17,787,390 | 15.6 | 15.5 | 14.0 | 13.1 | 13.8 | | |
| EDUCATIONAL AND NONPROFIT INSTITUTIONS | 2,747,010 | 2,709,218 | 2,616,458 | 2,462,873 | 2,122,598 | 79.2 | 77.5 | 77.7 | 78.7 | 78.3 | | |
| BUSINESS FIRMS TOTAL | 18,520,274 | 18,806,873 | 18,949,772 | 18,276,185 | 15,664,791 | 14.9 | 13.9 | 12.4 | 11.7 | 12.5 | | |
| MAJOR MAJOR GOODS (SUBTOTAL) | 17,087,446 | 16,622,698 | 15,179,229 | 14,600,815 | 14,381,018 | 19.9 | 17.9 | 16.4 | 14.9 | 16.7 | | |
| Aircraft | 5,015,945 | 3,525,937 | 3,116,087 | 2,268,048 | 2,286,453 | 20.1 | 12.7 | 9.7 | 8.6 | 7.8 | | |
| Missile and Space Systems | 6,822,783 | 6,328,393 | 5,905,202 | 6,128,088 | 6,438,307 | 34.8 | 35.0 | 30.5 | 32.8 | 38.6 | | |
| Ships/Automotive | 122,113 | 124,458 | 174,211 | 174,211 | 159,812 | 3.8 | 4.2 | 6.6 | 8.5 | 7.8 | | |
| Weapons | 485,181 | 588,452 | 710,595 | 112,281 | 259,718 | 29.1 | 27.9 | 3.2 | 2.2 | 2.5 | | |
| Electronics and Communications Equip. | 3,578,535 | 4,424,553 | 4,286,871 | 4,462,813 | 4,036,872 | 20.2 | 18.7 | 21.8 | 20.3 | 20.5 | | |
| SERVICES | 1,786,477 | 1,566,433 | 1,334,153 | 1,245,151 | 988,725 | 14.9 | 14.2 | 12.8 | 13.6 | 11.8 | | |
| ALL OTHER (SUBTOTAL) | 646,951 | 617,742 | 436,390 | 430,199 | 285,048 | 2.0 | 2.0 | 1.3 | 1.3 | 0.8 | | |
| Substance | 357 | 8,109 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Textiles, Clothing, and Equipage | 4,378 | 8,341 | 8,195 | 11,078 | 18,456 | 0.4 | 0.8 | 0.8 | 1.0 | 1.7 | | |
| Fuels and Lubricants | 3,453 | 10,443 | 8,448 | 7,714 | 5,995 | 0.1 | 0.3 | 0.1 | 0.1 | 0.1 | | |
| Miscellaneous Hard Goods | 598,725 | 555,105 | 375,885 | 360,300 | 209,175 | 7.7 | 9.2 | 6.8 | 6.6 | 4.2 | | |
| Construction | 44,752 | 42,995 | 42,058 | 42,037 | 50,593 | 0.4 | 0.4 | 0.4 | 0.4 | 0.5 | | |
| All Actions of \$25,000 or Less | | | | | | | | | | | | |
| TOTAL | | | | | | | | | | | | |
| INTRA-DEPARTMENTAL | \$16,375,854 | \$14,902,239 | \$10,501,836 | \$9,485,299 | \$8,558,669 | 11.7 | 11.9 | 10.0 | 11.3 | 12.1 | | |
| FOR WORK OUTSIDE THE U.S. ^{B/} | 931,341 | 427,858 | 33,884 | 72,803 | 57,001 | 9.4 | 3.4 | 0.3 | 0.7 | 0.8 | | |
| TOTAL, EXCEPT ABOVE | 15,411,065 | 14,445,063 | 10,411,889 | 9,374,299 | 8,480,549 | 12.5 | 13.8 | 11.7 | 13.8 | 14.2 | | |
| EDUCATIONAL AND NONPROFIT INSTITUTIONS | 1,734,964 | 1,487,815 | 1,247,788 | 1,127,892 | 971,651 | 77.2 | 75.0 | 74.7 | 77.4 | 77.9 | | |
| BUSINESS FIRMS TOTAL | 13,678,101 | 12,957,248 | 9,164,090 | 8,248,547 | 7,508,898 | 11.3 | 12.6 | 10.5 | 12.4 | 12.8 | | |
| MAJOR MAJOR GOODS (SUBTOTAL) | 12,421,925 | 11,843,380 | 8,064,524 | 7,080,738 | 6,598,370 | 15.4 | 17.5 | 15.1 | 17.3 | 17.6 | | |
| Aircraft | 2,038,249 | 2,890,439 | 2,281,101 | 1,166,736 | 1,311,988 | 7.7 | 13.7 | 4.4 | 9.3 | 11.3 | | |
| Missile and Space Systems | 5,822,574 | 5,105,048 | 4,131,421 | 2,952,724 | 2,705,752 | 39.6 | 40.2 | 40.4 | 37.4 | 40.6 | | |
| Ships | 406,828 | 325,572 | 252,585 | 304,366 | 295,868 | 3.2 | 3.4 | 3.4 | 5.1 | 4.9 | | |
| Tank/Automotive | 158,603 | 156,809 | 139,418 | 109,816 | 116,552 | 3.4 | 3.6 | 3.6 | 5.2 | 5.5 | | |
| Weapons | 273,029 | 282,873 | 202,248 | 209,618 | 286,119 | 11.2 | 11.3 | 13.3 | 19.2 | 29.0 | | |
| Electronics and Communications Equip. | 3,448,757 | 2,335,462 | 2,335,080 | 2,152,595 | 1,773,389 | 20.7 | 18.9 | 18.9 | 22.5 | 21.2 | | |
| SERVICES | 907,078 | 878,911 | 919,268 | 1,043,534 | 826,010 | 8.7 | 11.1 | 15.7 | 17.7 | 18.3 | | |
| ALL OTHER (SUBTOTAL) | 349,398 | 234,357 | 180,297 | 122,275 | 84,508 | 1.2 | 0.9 | 0.6 | 0.6 | 0.5 | | |
| Substance | 54 | 1,324 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Textiles, Clothing, and Equipage | 17,906 | 9,490 | 5,322 | 4,966 | 5,028 | 1.6 | 0.1 | 0.0 | 0.0 | 0.0 | | |
| Fuels and Lubricants | 3,165 | 1,810 | 1,810 | 421 | 20 | 0 | 0.1 | 0 | 0 | 0 | | |
| Miscellaneous Hard Goods | 267,401 | 200,833 | 153,527 | 103,134 | 61,278 | 5.7 | 4.5 | 4.2 | 3.5 | 2.5 | | |
| Construction | 2,046 | 1,782 | 1,782 | 981 | 7,728 | 0.6 | 0.6 | 0.1 | 0.1 | 0.2 | | |
| All Actions of \$25,000 or Less | 58,826 | 17,231 | 18,800 | 12,783 | 10,456 | 0.6 | 0.3 | 0.3 | 0.2 | 0.2 | | |

^{A/} For definitions and coverage, see notes on coverage.
^{B/} Includes foreign concerns with performance in U.S.
 NOTE: Percentages are based on total dollars shown in Table 6.

Prepared By: Washington Headquarters Services
 Directorate for Information
 Operations and Reports

AWARDS BY COMPETITION

Awards by Extent of Competed Procurement

As shown in Table 9, total DoD awards subject to competition during fiscal years 1988 and 1987 totaled \$126,711 million and \$135,792 million, respectively. A breakout of these awards are as follows:

| | FY 1988 | | FY 1987 | |
|--------------|-----------|---------|-----------|---------|
| | Dollars | Percent | Dollars | Percent |
| Total | \$126,711 | 100.0% | \$135,792 | 100.0% |
| Competed 1/ | 77,731 | 61.3 | 81,865 | 60.3 |
| Follow-on | 18,925 | 14.9 | 24,031 | 17.7 |
| Not Competed | 30,056 | 23.7 | 29,896 | 22.0 |

Table 9 gives the total for both actions and dollars by reporting component for each of these categories.

1/ See Glossary of Terms for definition.

Table 10 displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure where applicable. Full and open competition procedures accounted for 77.4 percent of the competed post-CICA awards during FY 1988 compared to 76.5 percent for FY 1987. Actions of \$25,000 or less accounted for 12.6 percent (12.7 percent last year), and other than full and open competition, 10.0 percent (10.8 percent last year).

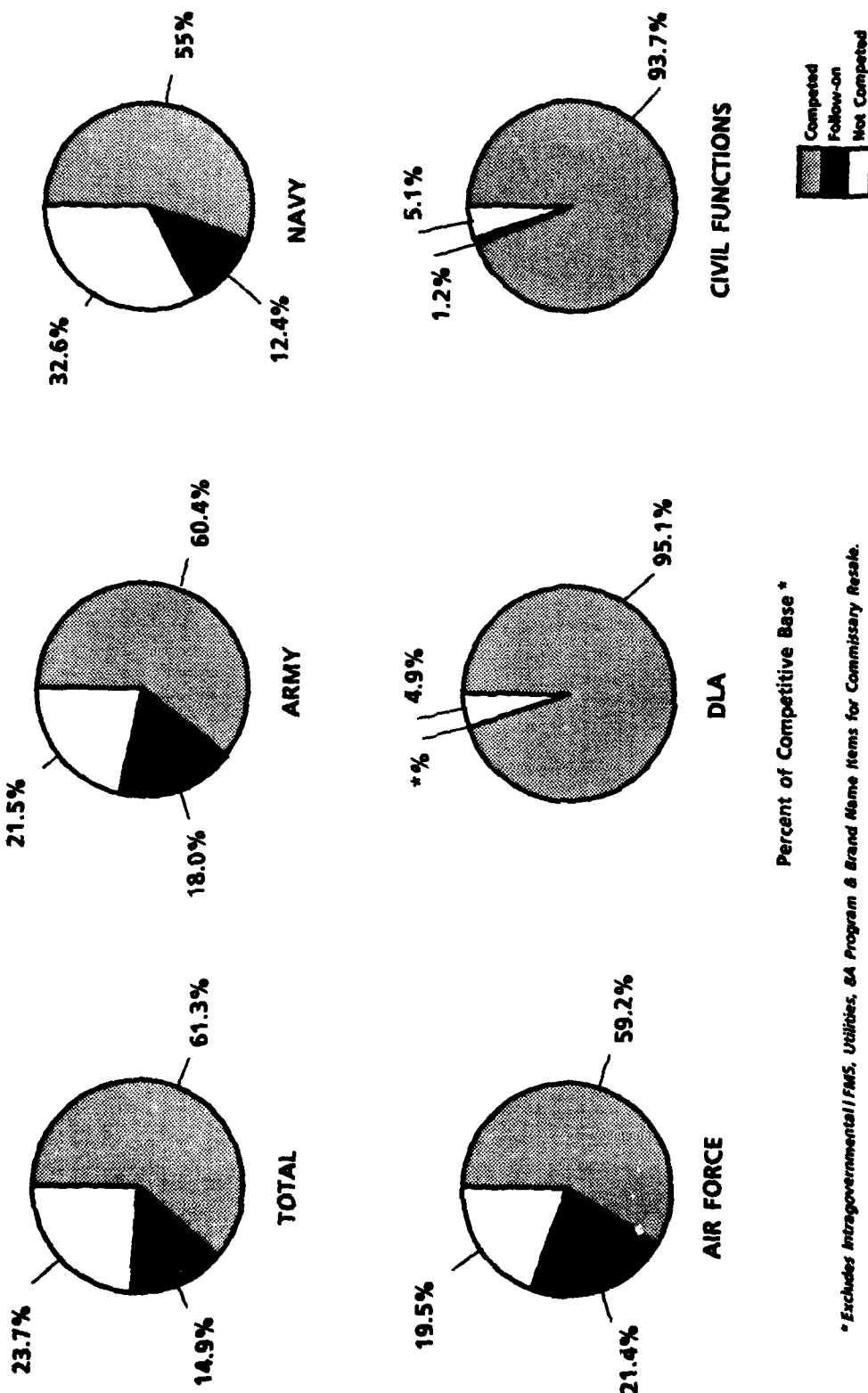
Solicitation Procedures

Tables 13 and 14 highlight the dollars and procurement actions respectively, for each of the CICA solicitation procedures used by the Department of Defense to procure supplies and services during both fiscal years 1988 and 1987. See the Federal Acquisition Regulation, Part 6 for a more descriptive definition of the solicitation procedures listed in these tables. Similar data are not collected on awards in support of the Foreign Military Sales (FMS) program and awards of \$25,000 or less.

As can be seen in Table 13, the total awards reported during FY 1988 amounted to \$151.4 billion which was a \$5.1 billion decrease from FY 1987. Of the FY 1988 total, \$19.4 billion (12.8 percent) were for "Foreign Military Sales" and "Actions of \$25,000 or Less". Of the remaining \$132.0 billion \$106.2 billion (70.2 percent) were pursuant to CICA procedures. The "Full & Open Competition" category accounted for \$52.9 billion or 49.8 percent of the CICA awards. The "Other Than Full & Open Competition" category accounted for \$53.4 billion or 50.2 percent. Similar data are also depicted by DoD component in this table.

Table 14 shows a total of 14,751,186 procurement actions for FY 1988, a decrease of 555,823 over FY 1987. The major change was a decrease in actions of \$25,000 and less. Distribution by kind of contracting action is also depicted.

Chart IV
Percent Distribution of DoD Extent of Competed Procurement
According to Defense Component: FY 1988



Percent of Competitive Base *

* Excludes Intragovernmental/FMS, Utilities, BA Program & Brand Name Items for Commissary Resale.

TABLE 9
DoD Prime Contract Awards by Extent of Competed Procurement
According to Defense Component: FY 1988 - FY 1987 ^{A/}

NET VALUE (AMOUNTS IN THOUSANDS)

| EXTENT OF COMPETED PROCUREMENT | TOTAL ^{B/} | | | | | | ARMY | | | | | | NAVY | | | | | |
|--------------------------------------|---------------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-----|
| | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | |
| | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct |
| TOTAL | \$151,352,713 | | \$156,507,586 | | \$32,845,688 | | \$36,799,861 | | \$55,842,787 | | \$54,973,549 | | \$55,842,787 | | \$54,973,549 | | | |
| INTRAGOVERNMENTAL/FMS C/ | 6,562,005 | | 6,239,444 | | 1,161,709 | | 1,178,264 | | 2,281,622 | | 2,724,261 | | 2,281,622 | | 2,724,261 | | | |
| TOTAL, EXCEPT INTRA/FMS | 144,790,708 | | 150,268,142 | | 31,683,959 | | 35,621,597 | | 53,561,165 | | 52,249,288 | | 53,561,165 | | 52,249,288 | | | |
| EXCLUSIONS D/ | 18,079,849 | | 14,476,311 | | 5,853,198 | | 4,046,790 | | 4,010,362 | | 3,680,129 | | 4,010,362 | | 3,680,129 | | | |
| TOTAL, EXCEPT EXCLUSIONS | 126,710,859 | 100.0 | 135,791,831 | 100.0 | 25,830,761 | 100.0 | 31,574,807 | 100.0 | 49,550,803 | 100.0 | 48,569,159 | 100.0 | 49,550,803 | 100.0 | 48,569,159 | 100.0 | | |
| COMPETED E/ | 77,730,618 | 61.3 | 81,885,124 | 60.3 | 15,610,958 | 60.4 | 18,082,527 | 59.2 | 27,284,852 | 55.0 | 26,578,148 | 54.7 | 27,284,852 | 55.0 | 26,578,148 | 54.7 | | |
| FOLLOW-ON | 18,924,565 | 14.9 | 24,030,785 | 17.7 | 4,859,227 | 18.0 | 4,911,137 | 15.6 | 6,124,874 | 12.4 | 6,853,221 | 14.1 | 6,124,874 | 12.4 | 6,853,221 | 14.1 | | |
| NOT COMPETED | 30,055,678 | 23.7 | 29,895,922 | 22.0 | 5,560,576 | 21.5 | 7,981,143 | 25.3 | 16,161,077 | 32.6 | 15,137,790 | 31.2 | 16,161,077 | 32.6 | 15,137,790 | 31.2 | | |

| EXTENT OF COMPETED PROCUREMENT | AIR FORCE | | | | | | DEFENSE LOGISTICS AGENCY | | | | | | CIVIL FUNCTIONS | | | | | |
|--------------------------------------|---------------|-------|---------------|-------|---------------|-------|--------------------------|-------|---------------|-------|---------------|-------|-----------------|-------|---------------|-------|---------------|-----|
| | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | |
| | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct | Amount | Pct |
| TOTAL | \$46,832,786 | | \$47,305,010 | | \$11,166,070 | | \$11,228,689 | | \$2,169,320 | | \$1,980,916 | | \$2,169,320 | | \$1,980,916 | | | |
| INTRAGOVERNMENTAL/FMS C/ | 2,912,830 | | 2,064,955 | | 172,415 | | 230,745 | | 12,941 | | 13,732 | | 12,941 | | 13,732 | | | |
| TOTAL, EXCEPT INTRA/FMS | 43,719,986 | | 45,240,055 | | 10,993,655 | | 10,997,944 | | 2,156,379 | | 1,967,184 | | 2,156,379 | | 1,967,184 | | | |
| EXCLUSIONS D/ | 6,733,746 | | 4,883,243 | | 787,385 | | 880,412 | | 197,548 | | 184,871 | | 197,548 | | 184,871 | | | |
| TOTAL, EXCEPT EXCLUSIONS | 36,986,220 | 100.0 | 40,356,812 | 100.0 | 10,206,270 | 100.0 | 10,137,532 | 100.0 | 1,958,831 | 100.0 | 1,782,313 | 100.0 | 1,958,831 | 100.0 | 1,782,313 | 100.0 | | |
| COMPETED E/ | 21,881,573 | 59.2 | 23,445,131 | 58.1 | 9,702,520 | 95.1 | 9,671,198 | 95.4 | 1,836,392 | 93.7 | 1,724,916 | 96.8 | 1,836,392 | 93.7 | 1,724,916 | 96.8 | | |
| FOLLOW-ON | 7,904,316 | 21.4 | 12,071,756 | 29.9 | 1,695 | * | 10,602 | 0.1 | 22,651 | 1.2 | 2,275 | 0.1 | 22,651 | 1.2 | 2,275 | 0.1 | | |
| NOT COMPETED | 7,200,331 | 19.5 | 4,839,925 | 12.0 | 502,055 | 4.9 | 455,732 | 4.5 | 99,788 | 5.1 | 55,122 | 3.1 | 99,788 | 5.1 | 55,122 | 3.1 | | |

A/ For definitions and coverage, see notes on coverage.
B/ Includes Other Defense Agency awards not included elsewhere in this table.
C/ Includes pre-CICA GSA schedule awards.
D/ Includes awards for utilities, the 8(a) Program and brand name items for commissary resale.
E/ Includes post-CICA GSA schedule awards.
* Less than 0.05 percent.

Prepared By: Washington Headquarters Services
Directorate for Information
Operations and Reports

TABLE 9 (concluded)
DoD Prime Contract Awards by Extent of Competed Procurement
According to Defense Component: FY 1988 - FY 1987 ^{a/}

NUMBER OF PROCUREMENT ACTIONS

| EXTENT OF COMPETED PROCUREMENT | TOTAL B/ | | | | | | ARMY | | | | | | NAVY | | | | | |
|--------------------------------------|---------------|-------|--|---------------|-------|--|---------------|-------|--|---------------|-------|--|---------------|-------|--|---------------|-------|--|
| | Oct 87-Sep 88 | | | Oct 88-Sep 87 | | | Oct 87-Sep 88 | | | Oct 88-Sep 87 | | | Oct 87-Sep 88 | | | Oct 88-Sep 87 | | |
| | Number | Pct | | Number | Pct | | Number | Pct | | Number | Pct | | Number | Pct | | Number | Pct | |
| TOTAL | 14,751,186 | | | 15,307,009 | | | 4,289,448 | | | 4,457,866 | | | 3,519,206 | | | 3,721,429 | | |
| INTRAGOVERNMENTAL/FMS C/ | 313,048 | | | 408,758 | | | 90,065 | | | 98,917 | | | 99,516 | | | 170,925 | | |
| TOTAL, EXCEPT INTRA/FMS | 14,438,138 | | | 14,898,251 | | | 4,199,383 | | | 4,358,949 | | | 3,419,690 | | | 3,550,504 | | |
| EXCLUSIONS D/ | 4,837,314 | | | 5,313,413 | | | 1,425,009 | | | 1,477,189 | | | 1,438,840 | | | 2,067,520 | | |
| TOTAL, EXCEPT EXCLUSIONS | 9,600,824 | 100.0 | | 9,584,838 | 100.0 | | 2,774,374 | 100.0 | | 2,881,760 | 100.0 | | 1,980,850 | 100.0 | | 1,482,984 | 100.0 | |
| COMPETED E/ | 8,696,367 | 90.6 | | 8,313,242 | 86.7 | | 2,585,391 | 93.2 | | 2,545,711 | 88.3 | | 1,778,128 | 89.8 | | 1,185,608 | 79.9 | |
| FOLLOW-ON | 11,719 | 0.1 | | 14,111 | 0.1 | | 1,780 | 0.1 | | 1,457 | 0.1 | | 1,817 | 0.1 | | 2,244 | 0.2 | |
| NOT COMPETED | 892,738 | 9.3 | | 1,257,485 | 13.1 | | 187,203 | 6.7 | | 334,592 | 11.6 | | 200,905 | 10.1 | | 295,132 | 19.9 | |

| EXTENT OF COMPETED PROCUREMENT | AIR FORCE | | | | | | DEFENSE LOGISTICS AGENCY | | | | | | CIVIL FUNCTIONS | | | | | |
|--------------------------------------|---------------|-------|--|---------------|-------|--|--------------------------|-------|--|---------------|-------|--|-----------------|-------|--|---------------|-------|--|
| | Oct 87-Sep 88 | | | Oct 88-Sep 87 | | | Oct 87-Sep 88 | | | Oct 88-Sep 87 | | | Oct 87-Sep 88 | | | Oct 88-Sep 87 | | |
| | Number | Pct | | Number | Pct | | Number | Pct | | Number | Pct | | Number | Pct | | Number | Pct | |
| TOTAL | 4,927,020 | | | 5,106,163 | | | 1,358,820 | | | 1,395,352 | | | 540,134 | | | 513,458 | | |
| INTRAGOVERNMENTAL/FMS C/ | 93,765 | | | 106,286 | | | 14,683 | | | 15,916 | | | 13,167 | | | 14,682 | | |
| TOTAL, EXCEPT INTRA/FMS | 4,833,255 | | | 4,999,877 | | | 1,344,137 | | | 1,379,436 | | | 526,967 | | | 498,776 | | |
| EXCLUSIONS D/ | 1,868,048 | | | 1,663,868 | | | 23,386 | | | 23,568 | | | 74,313 | | | 74,866 | | |
| TOTAL, EXCEPT EXCLUSIONS | 2,965,207 | 100.0 | | 3,336,009 | 100.0 | | 1,320,751 | 100.0 | | 1,355,868 | 100.0 | | 452,654 | 100.0 | | 423,910 | 100.0 | |
| COMPETED E/ | 2,777,805 | 93.7 | | 3,057,240 | 91.6 | | 1,139,705 | 86.3 | | 1,171,284 | 86.4 | | 355,402 | 78.5 | | 301,439 | 71.1 | |
| FOLLOW-ON | 7,639 | 0.3 | | 10,044 | 0.3 | | 4 | * | | 11 | * | | 35 | * | | 6 | * | |
| NOT COMPETED | 179,763 | 6.1 | | 268,725 | 8.1 | | 181,042 | 13.7 | | 184,573 | 13.6 | | 97,217 | 21.5 | | 122,465 | 28.9 | |

Note: Refer to first page of this table for footnotes.

TABLE 10
DoD Prime Contract Awards by Solicitation Procedure
According to Extent of Competed Procurement: FY 1988 - FY 1987 ^{a/}

(AMOUNTS IN THOUSANDS)

| SOLICITATION PROCEDURE | TOTAL AMOUNT | | EXCLUSIONS ^{b/} | | ADJUSTED TOTAL | |
|-------------------------------|---------------|---------------|--------------------------|---------------|----------------|---------------|
| | Oct 87-Sep 88 | Oct 86-Sep 87 | Oct 87-Sep 88 | Oct 86-Sep 87 | Oct 87-Sep 88 | Oct 86-Sep 87 |
| | Amount | Amount | Amount | Amount | Amount | Amount |
| TOTAL | \$151,352,713 | \$156,507,588 | \$24,641,854 | \$20,715,755 | \$126,710,859 | \$135,791,831 |
| FOREIGN MILITARY SALES | 5,171,299 | 4,957,823 | 5,171,299 | 4,957,823 | 0 | 0 |
| TOTAL PRE-CICR AWARDS | 25,737,985 | 40,178,874 | 4,920,086 | 5,014,084 | 20,817,899 | 35,164,790 |
| TOTAL POST-CICR AWARDS | 120,443,428 | 111,371,089 | 14,550,459 | 10,744,048 | 105,892,970 | 100,627,041 |
| Actions of \$25,000 or less | 14,222,565 | 13,931,056 | 4,785,881 | 4,619,427 | 9,436,684 | 9,311,629 |
| Full & Open Competition C/ | 52,850,431 | 47,350,585 | 898,700 | 422,902 | 51,951,731 | 46,927,683 |
| Sealed Bids | 5,852,551 | 6,009,832 | 54,978 | 17,103 | 5,797,573 | 5,992,729 |
| Competitive Proposal | 33,498,761 | 28,445,799 | 765,194 | 330,856 | 32,733,567 | 29,114,943 |
| Combination | 520,861 | 551,887 | 2,016 | 412 | 518,845 | 551,475 |
| Architect-Engineer | 556,116 | 551,797 | 16,185 | 10,970 | 539,931 | 540,827 |
| Basic Research | 400,312 | 608,047 | 12,235 | 11,196 | 388,077 | 596,851 |
| Multiple Award Schedule | 484,842 | 449,091 | 883 | 687 | 483,959 | 448,404 |
| Alternate Source - | 1,919,159 | 767,701 | 5,325 | 5,610 | 1,913,834 | 762,081 |
| Reduced Cost | 31,188 | 14,311 | 0 | 72 | 31,188 | 14,311 |
| Mobilization | 1,852,274 | 735,336 | 258 | 72 | 1,852,016 | 735,264 |
| Eng/R&D Capability | 35,717 | 18,054 | 5,067 | 5,538 | 30,650 | 12,516 |
| Set Aside | 9,017,829 | 9,166,411 | 41,684 | 46,068 | 8,975,945 | 9,120,343 |
| O/T Full & Open Competition | 53,370,433 | 50,089,468 | 8,865,878 | 5,701,719 | 44,504,555 | 44,387,749 |
| Only One Source | 36,970,895 | 34,450,702 | 3,812,422 | 1,160,165 | 33,158,473 | 33,290,537 |
| Unique Source | 19,815,127 | 18,102,872 | 2,239,821 | 882,976 | 17,575,306 | 17,219,896 |
| Follow-on | 7,378,782 | 7,119,323 | 315,411 | 5,569 | 7,063,371 | 7,113,754 |
| Unsolicited Res Prop | 190,223 | 257,578 | 62,563 | 78,625 | 127,660 | 178,953 |
| Patent/Data Rights | 441,140 | 287,673 | 27,945 | 4,230 | 413,195 | 283,443 |
| Utilities | 46,188 | 88,329 | 47,350 | 33,526 | 0 | 55,503 |
| Standardization | 8,188 | 8,188 | 0 | 0 | 8,188 | 8,188 |
| Other | 8,990,217 | 8,550,849 | 918,332 | 173,868 | 8,071,885 | 8,376,981 |
| Urgency | 2,749,521 | 3,167,680 | 421,152 | 49,071 | 2,328,369 | 3,118,609 |
| Mobilization | 5,892,125 | 5,981,850 | 390,734 | 18,582 | 5,501,391 | 5,963,268 |
| Essential R&D Capability | 1,234,522 | 955,076 | 771,386 | 947,440 | 463,136 | 7,636 |
| International Agreement | 301,761 | 254,914 | 174,655 | 87,792 | 127,106 | 187,122 |
| Authorized by Statute D/ | 2,817,849 | 2,742,005 | 2,732,830 | 2,788,627 | 95,019 | 25,822- |
| Authorized Resale | 597,457 | 847,607 | 670,472 | 646,369 | 26,995 | 1,238 |
| National Security | 2,703,844 | 1,866,907 | 90,814 | 43,556 | 2,613,030 | 1,823,351 |
| Public Interest | 2,449 | 22,727 | 1,413 | 117 | 1,036 | 22,610 |
| Otherwise Auth by Statute | 0 | 0 | 0 | 0 | 0 | 0 |

^{a/} For definitions and coverage, see notes on coverage.
^{b/} Includes awards for utilities, the S(a) Program and brand name items for commissary resale.
^{c/} Includes post-CICR GSA schedule awards.
^{d/} Includes post-CICR S(a) program and intragovernmental except GSA schedule awards.

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TABLE 10 (Concluded)
DoD Prime Contract Awards by Solicitation Procedure
According to Extent of Competed Procurement: FY 1988 - FY 1987 A/

(AMOUNTS IN THOUSANDS)

| SOLICITATION PROCEDURE | ADJUSTED TOTAL | | | COMPETED | | | FOLLOW ON | | | NOT COMPETED | | |
|-----------------------------|----------------|---------------|------|---------------|---------------|------|---------------|---------------|-------|---------------|---------------|------|
| | Oct 87-Sep 88 | Oct 88-Sep 87 | | Oct 87-Sep 88 | Oct 88-Sep 87 | | Oct 87-Sep 88 | Oct 88-Sep 87 | | Oct 87-Sep 88 | Oct 88-Sep 87 | |
| | Amount | Amount | % | Amount | Amount | % | Amount | Amount | % | Amount | Amount | % |
| TOTAL | \$126,710,859 | \$135,791,831 | | \$77,730,818 | \$81,865,124 | | \$18,924,585 | \$24,030,785 | | \$30,055,678 | \$28,895,922 | |
| FOREIGN MILITARY SALES | 0 | 0 | | 0 | 0 | | 0 | 0 | | 0 | 0 | |
| TOTAL PRE-CICA AWARDS | 20,817,889 | 35,164,790 | | 12,728,298 | 20,520,694 | | 5,900,105 | 9,255,511 | | 2,191,486 | 5,388,585 | |
| TOTAL POST-CICA AWARDS | 105,892,970 | 100,627,041 | | 65,004,318 | 61,344,430 | | 13,024,480 | 14,775,274 | | 27,864,192 | 24,507,337 | |
| Actions of \$25,000 or less | 9,436,684 | 9,311,629 | 12.6 | 8,185,210 | 7,799,063 | 12.7 | 0 | 0 | 0.0 | 1,271,474 | 1,512,566 | 6.2 |
| Full & Open Competition C/ | 51,951,731 | 46,927,663 | 77.4 | 50,338,792 | 48,927,663 | 76.5 | 1,154,081 | 0 | 0.0 | 458,858 | 0 | 0.0 |
| Sealed Bids | 5,797,573 | 5,992,729 | 8.7 | 5,671,191 | 5,992,729 | 9.8 | 52,187 | 0 | 0.0 | 74,195 | 0 | 0.0 |
| Competitive Proposal | 32,733,567 | 29,114,943 | 48.3 | 31,403,760 | 29,114,943 | 47.5 | 1,005,910 | 0 | 0.0 | 323,897 | 0 | 0.0 |
| Combination | 618,845 | 351,475 | 0.9 | 601,540 | 351,475 | 0.6 | 16,427 | 0 | 0.0 | 0 | 0 | 0.0 |
| Architect-Engineer | 539,931 | 540,827 | 0.8 | 512,409 | 540,827 | 0.9 | 2,635 | 0 | 0.0 | 24,887 | 0 | 0.0 |
| Basic Research | 885,277 | 596,851 | 1.3 | 828,879 | 596,851 | 1.9 | 54,022 | 0 | 0.0 | 12,516 | 0 | 0.0 |
| Multiple Award Schedule | 493,959 | 448,404 | 0.7 | 488,824 | 448,404 | 0.7 | 154 | 0 | 0.0 | 15,191 | 0 | 0.0 |
| Alternates Source - | 1,913,824 | 762,091 | 2.9 | 1,903,206 | 762,091 | 1.2 | 7,324 | 0 | 0.0 | 3,204 | 0 | 0.0 |
| Reduced Cost | 11,168 | 14,239 | * | 10,121 | 14,239 | * | 1,047 | 0 | 0.0 | 0 | 0 | 0.0 |
| Mobilization | 1,852,016 | 735,336 | 2.8 | 1,845,147 | 735,336 | 1.2 | 5,841 | 0 | 0.0 | 1,028 | 0 | 0.0 |
| Eng/R&D Capability | 30,650 | 12,516 | * | 28,038 | 12,516 | * | 436 | 0 | 0.0 | 2,176 | 0 | 0.0 |
| Set Aside | 8,975,945 | 9,120,343 | 13.8 | 8,956,283 | 9,120,343 | 14.9 | 15,422 | 0 | 0.0 | 4,240 | 0 | 0.0 |
| O/T Full & Open Competition | 44,504,555 | 44,387,749 | 10.0 | 6,500,316 | 6,817,704 | 10.8 | 11,870,379 | 14,775,274 | 100.0 | 26,133,860 | 22,994,771 | 93.8 |
| Only One Source | 33,358,473 | 33,290,537 | 2.4 | 1,554,508 | 1,024,926 | 1.7 | 11,003,404 | 13,838,470 | 93.7 | 20,800,561 | 18,427,141 | 75.2 |
| Unique Source | 17,675,306 | 17,239,596 | 0.7 | 425,870 | 477,453 | 0.8 | 2,467,834 | 4,319,233 | 25.2 | 14,781,602 | 12,443,010 | 59.8 |
| Follow-on | 7,063,381 | 7,113,754 | 0.6 | 412,064 | 22,714 | 0.1 | 6,241,675 | 7,091,040 | 48.0 | 409,642 | 1,500 | 0.0 |
| Unsolicited Res Prop | 127,680 | 178,953 | * | 4,147 | 87,787 | 0.1 | 1,307 | 782 | * | 122,206 | 90,374 | 0.4 |
| Patent/Data Rights | 413,195 | 283,443 | * | 6,755 | 361,338 | 2.8 | 361,338 | 222,272 | 1.5 | 45,102 | 55,965 | 0.2 |
| Utilities | 2,048 | 55,503 | * | 1,313 | 55,503 | 0.1 | 0 | 0 | 0.0 | 5 | 735 | 0.0 |
| Standardization | 5,886 | 1,507 | * | 1,313 | 1,507 | 0.1 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Other | 8,070,885 | 8,376,981 | 1.1 | 704,135 | 374,324 | 0.6 | 1,930,619 | 2,202,566 | 14.9 | 5,436,131 | 5,800,291 | 23.7 |
| Urgency | 2,328,369 | 3,118,609 | 0.8 | 544,328 | 595,737 | 1.0 | 364,106 | 765,117 | 5.2 | 1,419,935 | 1,757,755 | 7.2 |
| Mobilization | 5,501,391 | 5,963,268 | 6.1 | 3,952,942 | 4,113,258 | 6.7 | 323,843 | 108,843 | 0.7 | 1,224,606 | 1,741,167 | 7.1 |
| Essential R&D Capability | 463,136 | 7,636 | * | 19,133 | 7,326 | * | 254 | 148 | * | 443,749 | 162 | * |
| International Agreement | 127,106 | 187,122 | 0.1 | 85,723 | 157,628 | 0.3 | 24,117 | 1,067 | * | 17,266 | 28,427 | 0.1 |
| Authorized by Statute D/ | 85,019 | 26,622 | * | 19,770 | 33,519 | 0.1 | 7,956 | 507 | * | 57,293 | 6,390 | * |
| Authorized Resale | 26,995 | 1,238 | * | 184 | 1,158 | * | 0 | 0 | 0.0 | 26,811 | 80 | * |
| National Security | 2,613,030 | 1,823,351 | 0.5 | 323,520 | 728,903 | 1.2 | 146,414 | 61,122 | 0.4 | 2,143,096 | 1,033,326 | 4.2 |
| Public Interest | 1,036 | 22,810 | * | 208 | 22,287 | * | 295 | 0 | 0.0 | 543 | 323 | * |
| Otherwise Auth by Statute | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |

* Less than 0.05 percent.
 NOTE: Refer to first page of this table for footnotes.

TABLE 13
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure
According to Defense Component: FY 1988 - FY 1987 ^{A/}

(AMOUNTS IN THOUSANDS)

| SOLICITATION PROCEDURE | TOTAL DoD ^{B/} | | | ARMY | | | NAVY | | |
|----------------------------------|-------------------------|-------|---|---------------|-------|---|---------------|-------|---|
| | Oct 87-Sep 88 | | | Oct 87-Sep 88 | | | Oct 87-Sep 88 | | |
| | \$ Amount | % | % | \$ Amount | % | % | \$ Amount | % | % |
| TOTAL | 151,352,713 | 100.0 | | 32,845,688 | 100.0 | | 55,842,787 | 100.0 | |
| FOREIGN MILITARY SALES | 5,171,299 | 3.4 | | 904,781 | 2.8 | | 1,521,060 | 2.7 | |
| Actions of \$25,000 or Less | 14,222,565 | 9.4 | | 3,884,693 | 11.8 | | 4,094,719 | 7.3 | |
| Actions(Except FMS)Over \$25,000 | 131,958,849 | 87.2 | | 28,056,214 | 85.4 | | 50,227,008 | 89.9 | |
| PRC-CICR Actions | 25,737,985 | 17.0 | | 4,823,871 | 14.1 | | 6,031,271 | 10.8 | |
| POST-CICR Actions | 106,220,864 | 70.2 | | 23,432,343 | 71.3 | | 44,195,737 | 79.1 | |
| Full & Open Competition C/ | 52,850,431 | 49.8 | | 11,172,630 | 47.7 | | 18,639,130 | 42.2 | |
| Sealed Bid | 5,852,551 | 5.5 | | 1,768,793 | 7.6 | | 1,501,219 | 3.4 | |
| Competitive Proposal | 33,498,781 | 31.5 | | 6,232,651 | 26.6 | | 11,211,005 | 25.4 | |
| Combination | 628,961 | 0.4 | | 378,176 | 1.2 | | 257,131 | 1.0 | |
| Architect-Engineer | 336,112 | 0.2 | | 128,971 | 0.4 | | 176,887 | 0.3 | |
| Research | 488,842 | 0.3 | | 207,234 | 0.6 | | 321,525 | 0.6 | |
| Multiple Award Schedule | | 0.5 | | 117,580 | 0.5 | | 71,518 | 0.2 | |
| Alternate Source - | 1,919,159 | 1.8 | | 39,562 | 0.2 | | 1,854,730 | 4.2 | |
| Reduced Cost | 31,168 | 0.0 | | 0 | 0.0 | | 8,728 | 0.0 | |
| Mobilization | 1,852,274 | 1.7 | | 29,917 | 0.1 | | 1,832,054 | 4.1 | |
| Eng/R&D Capability | 35,717 | 0.0 | | 9,645 | 0.0 | | 1,018 | 0.0 | |
| Set Aside | 9,017,829 | 8.5 | | 2,488,304 | 10.6 | | 2,908,925 | 6.6 | |
| O/T Full & Open Competition | 53,370,433 | 50.2 | | 12,259,713 | 52.3 | | 25,556,807 | 57.8 | |
| Only One Source | 38,970,895 | 34.8 | | 7,265,517 | 31.0 | | 11,344,276 | 47.8 | |
| Unique Source | 19,515,127 | 18.7 | | 3,558,539 | 15.2 | | 13,857,139 | 31.4 | |
| Follow-on | 7,378,752 | 6.9 | | 977,582 | 4.2 | | 3,654,938 | 8.3 | |
| Predefined Bas Prop | 436,143 | 0.4 | | 13,070 | 0.1 | | 12,305 | 0.0 | |
| Predefined Rights | 48,198 | 0.0 | | 18,073 | 0.1 | | 82,884 | 0.2 | |
| Utilities | 6,198 | 0.0 | | 4,842 | 0.0 | | 272 | 0.0 | |
| Standardization | 8,990,217 | 8.5 | | 2,673,983 | 11.4 | | 3,488,597 | 7.9 | |
| Other | | | | | | | | | |
| Urgency | 2,749,521 | 2.6 | | 918,997 | 3.9 | | 844,834 | 1.5 | |
| Mobilization | 5,892,125 | 5.5 | | 2,526,289 | 10.8 | | 2,942,151 | 5.4 | |
| Essential R&D Capability | 1,234,522 | 1.2 | | 21,757 | 0.1 | | 449,924 | 1.0 | |
| International Agreement | 301,761 | 0.3 | | 132,243 | 0.6 | | 189,268 | 0.4 | |
| Authorized by Statute D/ | 2,817,849 | 2.7 | | 1,118,881 | 4.8 | | 698,444 | 1.6 | |
| Authorized Resale | 597,467 | 0.7 | | 3,740 | 0.0 | | 40,795 | 0.1 | |
| National Security | 2,703,844 | 2.5 | | 271,603 | 1.2 | | 15,815 | 0.0 | |
| Public Interest | 2,449 | 0.0 | | 294 | 0.0 | | 2,670 | 0.0 | |
| Otherwise Auth by Statute | 0 | 0.0 | | 0 | 0.0 | | 0 | 0.0 | |

^{A/} For definitions and coverage, see notes on coverage.
^{B/} Includes Other Defense Agency Awards not included elsewhere in this table.
^{C/} Includes post-CICR GSA schedule awards.
^{D/} Includes post-CICR 8(a) program and intragovernmental except GSA schedule awards.
^{E/} Less than 0.05 percent.

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TABLE 13 (concluded)
Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure
According to Defense Component: FY 1988 - FY 1987 ^{R/}

(AMOUNTS IN THOUSANDS)

| SOLICITATION PROCEDURE | AIF FORCE | | | | DEFENSE LOGISTICS AGENCY | | | | CIVIL FUNCTIONS | | | |
|----------------------------------|---------------|-------|---------------|-------|--------------------------|-------|---------------|-------|-----------------|-------|---------------|-------|
| | Oct 87-Sep 88 | | Oct 88-Sep 87 | | Oct 87-Sep 88 | | Oct 88-Sep 87 | | Oct 87-Sep 88 | | Oct 88-Sep 87 | |
| | \$ Amount | % | \$ Amount | % | \$ Amount | % | \$ Amount | % | \$ Amount | % | \$ Amount | % |
| TOTAL | 48,632,796 | 100.0 | 47,305,010 | 100.0 | 11,166,070 | 100.0 | 11,228,889 | 100.0 | 2,169,320 | 100.0 | 1,980,916 | 100.0 |
| FOREIGN MILITARY SALES | 2,697,232 | 5.8 | 1,821,531 | 3.9 | 36,318 | 0.3 | 52,827 | 0.5 | 0 | 0.0 | 109 | * |
| Actions of \$25,000 or Less | 3,755,489 | 8.1 | 3,772,100 | 8.0 | 1,986,247 | 17.8 | 2,069,203 | 18.4 | 277,462 | 12.8 | 272,760 | 13.8 |
| Actions(Except FMS)Over \$25,000 | 40,180,095 | 86.2 | 41,701,379 | 88.2 | 9,143,505 | 81.9 | 9,106,659 | 81.1 | 1,891,858 | 87.2 | 1,708,047 | 86.2 |
| PRE-CICR Actions | 14,355,701 | 30.8 | 19,551,596 | 41.3 | 64,471 | 0.6 | 117,249 | 1.0 | 108,882 | 5.0 | 203,308 | 10.3 |
| POST-CICR Actions | 25,824,394 | 55.4 | 22,149,783 | 46.8 | 9,079,034 | 81.3 | 8,989,410 | 80.1 | 1,782,976 | 82.2 | 1,504,739 | 76.0 |
| Full & Open Competition C/ | 12,398,220 | 48.0 | 10,768,903 | 48.5 | 7,939,476 | 87.4 | 7,754,398 | 86.3 | 1,621,592 | 81.5 | 1,352,820 | 89.9 |
| Sealed Bid Proposal | 208,562 | 0.8 | 288,508 | 1.2 | 1,930,918 | 21.5 | 1,724,388 | 19.3 | 52,827 | 2.5 | 71,841 | 47.3 |
| Combination | 9,784,331 | 37.9 | 8,322,588 | 37.6 | 5,212,705 | 57.4 | 5,021,499 | 55.9 | 88,597 | 4.1 | 11,841 | 0.6 |
| Architect-Engineer | 104,448 | 0.4 | 72,097 | 0.3 | 2,505 | * | 2,505 | * | 19,566 | 0.9 | 12,323 | 0.6 |
| Basic Research | 28,185 | 0.1 | 40,815 | 0.2 | 40 | * | 35 | * | 34,769 | 2.0 | 45,856 | 3.0 |
| Multiple Award Schedule | 265,765 | 1.0 | 176,838 | 0.8 | 1,899 | * | 2,179 | * | 0 | 0.0 | 9,391 | 0.6 |
| Alternate Source - | 248,002 | 1.0 | 209,774 | 0.9 | 9,997 | 0.1 | 4,470 | 0.1 | 12,628 | 0.7 | 0 | * |
| Reduced Cost | 19,439 | 0.1 | 8,436 | * | 5,057 | 0.1 | 1,434 | * | 32 | 0.0 | 42 | * |
| Mobilization | 1,005 | * | 135 | * | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | * |
| Eng/R&D Capability | 303 | * | 408 | * | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | * |
| Set Aside | 1,743,988 | 6.8 | 1,866,449 | 7.5 | 1,307,549 | 14.4 | 1,378,392 | 15.3 | 522,474 | 29.3 | 526,009 | 35.0 |
| O/T Full & Open Competition | 13,426,174 | 52.0 | 11,391,130 | 51.4 | 1,139,539 | 12.6 | 1,235,012 | 13.7 | 151,293 | 8.5 | 151,819 | 10.1 |
| Only One Source | 2,250,146 | 5.7 | 1,382,330 | 3.6 | 11,777 | 0.1 | 21,798 | 0.2 | 23,306 | 1.3 | 16,288 | 1.1 |
| Follow the Source | 2,697,232 | 8.7 | 1,382,331 | 3.6 | 34,262 | 0.4 | 21,798 | 0.3 | 23,306 | 1.3 | 16,288 | 1.1 |
| Unsolicted Res Prop | 2,697,232 | 10.1 | 4,113,057 | 15.6 | 34,262 | 0.4 | 21,798 | 0.3 | 23,306 | 1.3 | 16,288 | 1.1 |
| Patent/Data Rights | 31,710 | 0.1 | 33,326 | 0.2 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Utilities | 412,717 | 1.6 | 205,934 | 0.9 | 178 | 0.0 | 92 | * | 2,563 | 0.1 | 1,115 | 0.1 |
| Standardization | 28,779 | 0.1 | 62,406 | 0.3 | 1,783 | * | 1,058 | * | 2,563 | 0.1 | 1,115 | 0.1 |
| Other | 2,674,305 | 10.4 | 2,526,197 | 11.4 | 24,595 | 0.3 | 18,954 | 0.2 | 14,798 | 0.8 | 10,022 | 0.7 |
| Urgency | 1,087,399 | 4.2 | 1,534,234 | 6.9 | 39,080 | 0.4 | 85,800 | 1.0 | 3,911 | 0.2 | 17,153 | 1.1 |
| Mobilization | 813,305 | 3.1 | 116,735 | 0.5 | 151,950 | 1.7 | 165,995 | 1.8 | 0 | 0.0 | 0 | 0.0 |
| Essential R&D Capability | 726,410 | 2.8 | 697,835 | 3.1 | 867 | * | 868 | * | 0 | 0.0 | 55 | * |
| International Agreement | 0 | 0.0 | 174,521 | 0.8 | 250 | * | 1,052 | * | 0 | 0.0 | 0 | 0.0 |
| Authorized by Statute D/ | 546,004 | 2.1 | 312,922 | 1.4 | 261,221 | 2.9 | 327,810 | 3.5 | 123,804 | 5.9 | 117,773 | 7.8 |
| Authorized Resale | 28,219 | 0.1 | 21,768 | 0.1 | 624,713 | 6.9 | 604,466 | 6.7 | 0 | 0.0 | 0 | 0.0 |
| National Security | 2,124,518 | 8.2 | 191,027 | 0.9 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Public Interest | 73 | * | 0 | 0.0 | 0 | 0.0 | 83 | * | 0 | 0.0 | 0 | 0.0 |
| Otherwise Auth by Statute | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |

NOTE: Refer to first page of this table for footnotes.

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TABLE 14
Actions and Percent of DoD Prime Contract Awards by Solicitation Procedure
According to Kind of Contracting Action: FY 1988 - FY 1987^{A/}

| SOLICITATION PROCEDURE | TOTAL | | | | | | NEW WORK | | | | | | DELIVERY ORDERS | | | | | | MODIFICATIONS | | | | | |
|----------------------------------|---------------|-------|---------------|-------|---------------|---|---------------|---|---------------|--------|---------------|---|-----------------|-------|---------------|---|---------------|-------|---------------|---|---------------|-------|---------------|---|
| | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | | Oct 87-Sep 88 | | Oct 86-Sep 87 | |
| | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % | Actions | % |
| TOTAL | 14751186 | 100.0 | 15307009 | 100.0 | | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | |
| FOREIGN MILITARY SALES | 34520 | 0.2 | 37020 | 0.2 | | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | |
| Actions of \$25,000 or Less | 14470455 | 98.1 | 15014759 | 98.1 | | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | |
| Actions(Except FMS)Over \$25,000 | 248211 | 1.7 | 2552230 | 1.7 | | | | | 93115 | 105788 | | | 97486 | 98010 | | | 55630 | 51434 | | | 15222 | 22505 | | |
| PRE-CICR Actions | 41009 | 0.3 | 58459 | 0.4 | | | | | 4477 | 8560 | | | 21310 | 27394 | | | 15222 | 22505 | | | 15222 | 22505 | | |
| POST-CICR Actions | 205202 | 1.4 | 196771 | 1.3 | | | | | 88838 | 100.0 | | | 76156 | 100.0 | | | 40408 | 100.0 | | | 40408 | 100.0 | | |
| Full & Open Competition B/ | 143780 | 70.1 | 137166 | 69.7 | | | | | 67482 | 76.1 | | | 47788 | 62.8 | | | 28530 | 70.6 | | | 28530 | 70.6 | | |
| Sealed Bids | 12502 | 6.1 | 13264 | 6.7 | | | | | 7384 | 8.3 | | | 2445 | 3.2 | | | 2673 | 6.8 | | | 2673 | 6.8 | | |
| Competitive Proposal | 75093 | 38.6 | 89916 | 35.5 | | | | | 31243 | 35.2 | | | 30172 | 39.6 | | | 13678 | 33.8 | | | 13678 | 33.8 | | |
| Combination | 585 | 0.3 | 579 | 0.3 | | | | | 238 | 0.3 | | | 121 | 0.2 | | | 208 | 0.5 | | | 208 | 0.5 | | |
| Architect-Engineer | 5186 | 2.5 | 5555 | 2.8 | | | | | 1185 | 1.3 | | | 2203 | 2.9 | | | 1798 | 4.4 | | | 1798 | 4.4 | | |
| Basic Research | 4764 | 2.3 | 3235 | 1.8 | | | | | 2088 | 2.4 | | | 182 | 0.2 | | | 2534 | 6.3 | | | 2534 | 6.3 | | |
| Multiple Award Schedule | 4805 | 2.2 | 4838 | 2.5 | | | | | 15 | 0.0 | | | 4571 | 6.0 | | | 19 | 0.1 | | | 19 | 0.1 | | |
| Alternate Source - | 302 | 0.1 | 172 | 0.1 | | | | | 152 | 0.2 | | | 72 | 0.1 | | | 77 | 0.2 | | | 77 | 0.2 | | |
| Reduced Cost | 10 | 0.0 | 22 | 0.0 | | | | | 20 | 0.0 | | | 1 | 0.0 | | | 2 | 0.0 | | | 1 | 0.0 | | |
| Mobilization | 207 | 0.1 | 91 | 0.0 | | | | | 118 | 0.1 | | | 48 | 0.1 | | | 40 | 0.1 | | | 40 | 0.1 | | |
| Eng/R&D Capability | 85 | 0.0 | 59 | 0.0 | | | | | 27 | 0.0 | | | 23 | 0.0 | | | 35 | 0.1 | | | 35 | 0.1 | | |
| Sat Aside | 40763 | 19.9 | 39607 | 20.1 | | | | | 25159 | 28.4 | | | 8061 | 10.6 | | | 7543 | 18.7 | | | 7543 | 18.7 | | |
| O/T Full & Open Competition | 61422 | 29.9 | 59605 | 30.3 | | | | | 21176 | 23.9 | | | 22212 | 22.8 | | | 27539 | 29.4 | | | 27539 | 29.4 | | |
| Only One Source | 35138 | 17.1 | 32423 | 17.4 | | | | | 13264 | 15.0 | | | 12905 | 13.3 | | | 12505 | 17.7 | | | 12505 | 17.7 | | |
| Unique Source | 20105 | 9.8 | 19430 | 9.9 | | | | | 7401 | 8.3 | | | 7072 | 7.3 | | | 8948 | 9.3 | | | 8948 | 9.3 | | |
| Follow-on | 2411 | 1.2 | 2295 | 1.2 | | | | | 550 | 0.7 | | | 648 | 0.7 | | | 804 | 1.1 | | | 804 | 1.1 | | |
| Unsolicited Res Prop | 587 | 0.3 | 687 | 0.3 | | | | | 233 | 0.3 | | | 305 | 0.3 | | | 10 | 0.0 | | | 10 | 0.0 | | |
| Patent/Data Rights | 1216 | 0.6 | 1069 | 0.5 | | | | | 310 | 0.3 | | | 284 | 0.3 | | | 784 | 1.1 | | | 784 | 1.1 | | |
| Utilities | 370 | 0.2 | 431 | 0.2 | | | | | 12 | 0.0 | | | 27 | 0.0 | | | 439 | 0.6 | | | 439 | 0.6 | | |
| Other | 10429 | 5.1 | 10221 | 5.2 | | | | | 4612 | 5.2 | | | 4084 | 5.3 | | | 4211 | 5.0 | | | 4211 | 5.0 | | |
| Urgency | 5861 | 2.9 | 6105 | 3.1 | | | | | 3698 | 4.2 | | | 1132 | 1.5 | | | 1748 | 2.5 | | | 1748 | 2.5 | | |
| Mobilization | 2487 | 1.2 | 1791 | 0.9 | | | | | 304 | 0.3 | | | 1292 | 1.7 | | | 681 | 1.0 | | | 681 | 1.0 | | |
| Essential R&D Capability | 176 | 0.1 | 120 | 0.1 | | | | | 47 | 0.1 | | | 19 | 0.0 | | | 10 | 0.0 | | | 10 | 0.0 | | |
| International Agreement | 303 | 0.1 | 608 | 0.3 | | | | | 117 | 0.1 | | | 104 | 0.1 | | | 136 | 0.2 | | | 136 | 0.2 | | |
| Authorized by Statute C/ | 9243 | 4.5 | 7340 | 3.7 | | | | | 2776 | 3.1 | | | 4728 | 6.2 | | | 3812 | 5.4 | | | 3812 | 5.4 | | |
| Authorized Resale | 5870 | 2.9 | 5019 | 2.6 | | | | | 92 | 0.1 | | | 5768 | 7.6 | | | 4895 | 6.9 | | | 4895 | 6.9 | | |
| National Security | 2327 | 1.1 | 4370 | 2.2 | | | | | 870 | 1.0 | | | 589 | 0.8 | | | 1050 | 1.5 | | | 1050 | 1.5 | | |
| Public Interest | 17 | 0.0 | 9 | 0.0 | | | | | 8 | 0.0 | | | 3 | 0.0 | | | 2 | 0.0 | | | 2 | 0.0 | | |
| Otherwise Auth by Statute | 0 | 0.0 | 0 | 0.0 | | | | | 0 | 0.0 | | | 0 | 0.0 | | | 0 | 0.0 | | | 0 | 0.0 | | |

A/ For definitions and coverage, see notes on coverage.
B/ Includes post-CICR GSA schedule awards.
C/ Includes post-CICR 8(a) program and intragovernmental except GSA schedule awards.
* less than 0.05 percent.

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AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 16 shows the net value and percent distribution of DoD prime contract awards over \$25,000 for fiscal years 1988 and 1987. Data are shown by type of contract pricing provision, according to Defense component. Table 17 provides annual data for fiscal years 1979 through 1988.

During fiscal year 1988 awards over \$25,000 (excluding intragovernmental awards) totaled \$129,872 million, of which \$102,064 million, or 78.6 percent, were awarded under fixed price procedures and \$25,397 million, or 19.6 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$2,411 million, or 1.9 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 10.8 percent of the total contract awards over \$25,000 during

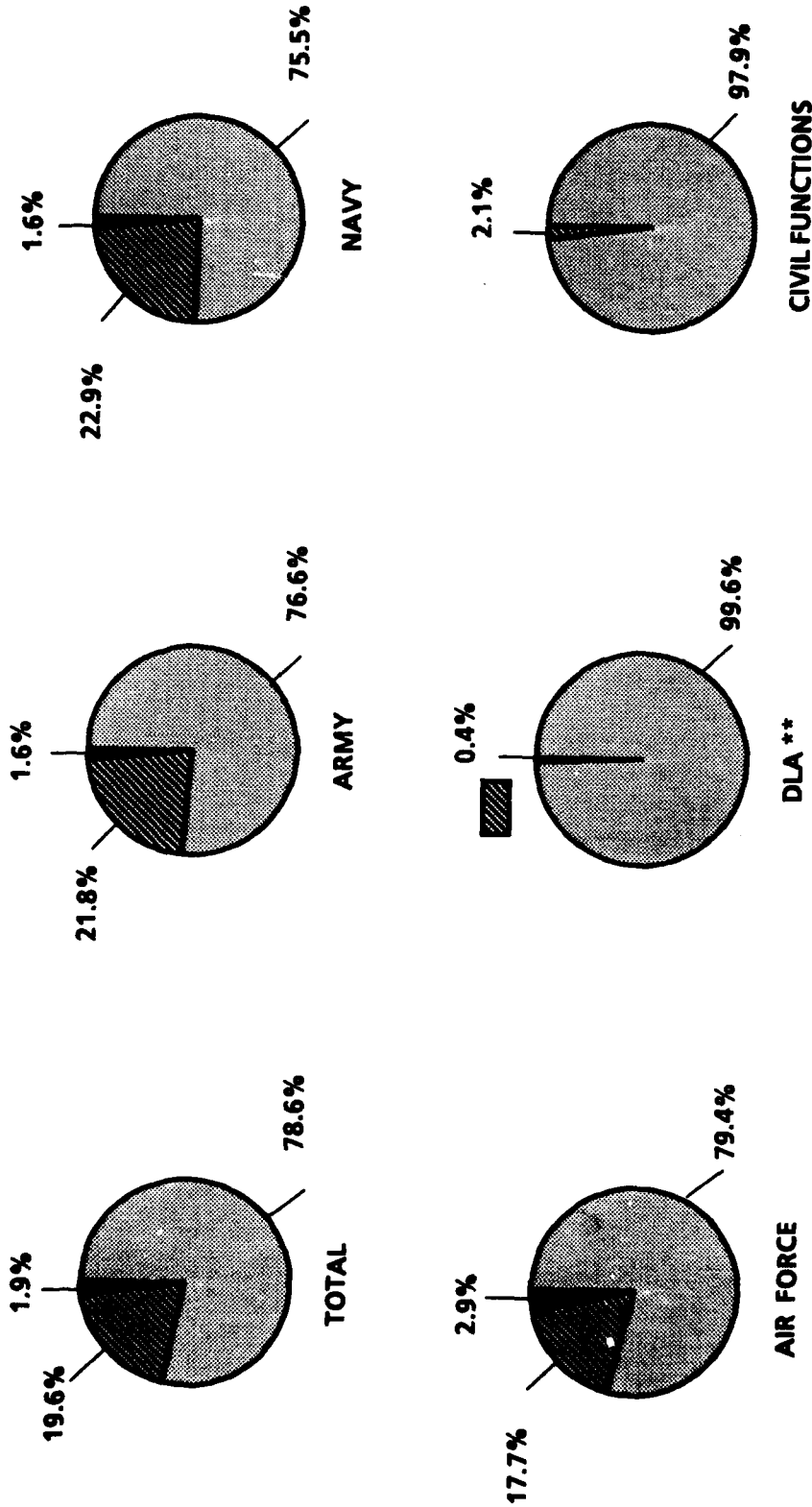
FY 1988. The use of incentive contracts (both fixed price and cost-types combined) increased from 17.8 percent of total contract dollars in FY 1987 to 19.0 percent in FY 1988. The use of firm fixed-price contracts decreased from 58.1 percent to 54.8 percent.

The total of 229,959 contract actions over \$25,000 for FY 1988 (see Table 16) includes 93,115 original contract actions and modifications calling for additional work and 136,844 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 12.0 percent and actions representing delivery orders and modifications pursuant to the terms of the original contract increased by 4.9 percent.

Chart V

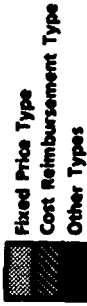
**Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision,
According to Defense Component: FY 1988**

Percent of Total Procurement *



* Intragovernmental actions and actions \$25,000 or less are excluded.

** Amounts of less than 0.05% are not shown.



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TABLE 16
DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1988 - FY 1987 ^{A/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACT PRICING PROVISION | TOTAL B/ | | | | ARMY | | | | NAVY | | | |
|---------------------------------------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|
| | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | |
| | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| TOTAL | \$151,352,713 | | \$156,507,586 | | \$32,845,688 | | \$36,799,861 | | \$55,842,787 | | \$54,973,549 | |
| INTRAGOVERNMENTAL/FMS | 8,919,370 | | 8,808,953 | | 1,789,286 | | 1,899,670 | | 3,192,569 | | 3,545,916 | |
| ACTIONS \$25,000 OR LESS | 12,561,439 | | 12,239,856 | | 3,420,083 | | 3,511,509 | | 3,353,445 | | 2,956,231 | |
| ACTIONS OVER \$25,000 | 129,871,904 | 100.0 | 135,458,767 | 100.0 | 27,636,299 | 100.0 | 31,388,682 | 100.0 | 49,296,773 | 100.0 | 48,471,402 | 100.0 |
| FIXED PRICE TYPE | 102,063,797 | 78.6 | 108,133,372 | 79.8 | 21,163,611 | 76.6 | 24,986,750 | 79.6 | 37,227,228 | 75.5 | 36,308,827 | 74.9 |
| FIHM | 71,194,956 | 54.8 | 76,674,574 | 58.1 | 18,372,179 | 66.5 | 21,983,012 | 70.0 | 26,035,209 | 52.8 | 28,006,555 | 57.8 |
| REDETERMINABLE | 74,446 | 0.1 | 3,052 | 0.0 | 20,138 | 0.1 | 12,032 | 0.0 | 12,094 | 0.0 | 7,430 | 0.0 |
| INCENTIVE | 21,347,924 | 16.4 | 19,025,753 | 14.0 | 359,104 | 1.3 | 531,260 | 1.7 | 10,284,213 | 20.8 | 7,737,310 | 16.0 |
| ECONOMIC PRICE ADJUSTMENT | 9,446,471 | 7.3 | 10,429,593 | 7.7 | 2,412,190 | 8.7 | 2,494,510 | 7.9 | 925,712 | 1.9 | 557,832 | 1.2 |
| COST REIMBURSEMENT TYPE | 25,396,837 | 19.6 | 25,090,195 | 18.5 | 6,023,180 | 21.8 | 6,045,667 | 19.3 | 11,276,768 | 22.9 | 11,443,070 | 23.6 |
| NO FEE | 2,579,245 | 2.0 | 2,779,325 | 2.1 | 489,904 | 1.8 | 484,620 | 1.5 | 548,493 | 1.1 | 478,915 | 1.0 |
| FIXED FEE | 13,986,018 | 10.8 | 13,006,905 | 9.6 | 2,439,724 | 8.8 | 3,082,759 | 9.8 | 7,231,870 | 14.7 | 6,512,603 | 13.4 |
| INCENTIVE FEE | 3,401,078 | 2.6 | 5,156,987 | 3.8 | 887,163 | 3.1 | 882,663 | 2.8 | 2,038,526 | 4.1 | 3,282,470 | 6.7 |
| AWARD FEE | 5,430,496 | 4.2 | 4,146,968 | 3.1 | 2,226,369 | 8.1 | 1,585,625 | 5.1 | 1,457,879 | 3.0 | 1,188,182 | 2.5 |
| OTHER TYPES | 2,411,270 | 1.9 | 2,235,210 | 1.7 | 449,528 | 1.6 | 346,265 | 1.1 | 792,777 | 1.6 | 719,505 | 1.5 |
| TIME AND MATERIALS | 1,894,748 | 1.5 | 1,715,337 | 1.3 | 441,183 | 1.6 | 338,857 | 1.1 | 606,701 | 1.2 | 548,216 | 1.1 |
| LABOR HOURS | 516,522 | 0.4 | 519,813 | 0.4 | 8,345 | 0.0 | 7,408 | 0.0 | 186,076 | 0.4 | 171,289 | 0.4 |

| TYPE OF CONTRACT PRICING PROVISION | AIR FORCE | | | | DEFENSE LOGISTICS AGENCY | | | | CIVIL FUNCTIONS | | | |
|---------------------------------------|-----------------|-------|-----------------|-------|--------------------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|
| | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | | OCT 87 - SEP 88 | | OCT 86 - SEP 87 | |
| | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| TOTAL | \$46,632,796 | | \$47,305,010 | | \$11,186,070 | | \$11,228,689 | | \$2,169,320 | | \$1,980,916 | |
| INTRAGOVERNMENTAL/FMS | 3,493,290 | | 2,729,077 | | 250,682 | | 325,765 | | 72,410 | | 72,940 | |
| ACTIONS \$25,000 OR LESS | 3,436,426 | | 3,384,214 | | 1,945,047 | | 2,000,228 | | 230,546 | | 225,084 | |
| ACTIONS OVER \$25,000 | 39,703,080 | 100.0 | 41,191,719 | 100.0 | 8,970,341 | 100.0 | 8,902,696 | 100.0 | 1,866,364 | 100.0 | 1,682,892 | 100.0 |
| FIXED PRICE TYPE | 31,538,059 | 79.4 | 34,139,901 | 82.9 | 8,935,973 | 99.6 | 8,860,663 | 99.5 | 1,827,396 | 97.9 | 1,651,970 | 98.2 |
| FIHM | 19,573,947 | 48.6 | 20,364,393 | 49.4 | 4,382,565 | 48.9 | 4,615,164 | 51.8 | 1,806,596 | 96.8 | 1,638,444 | 97.2 |
| REDETERMINABLE | 11,758 | 0.0 | 5,463 | 0.0 | 482 | 0.0 | 408 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| INCENTIVE | 10,654,972 | 28.9 | 10,654,810 | 25.9 | 0 | 0.0 | 0 | 0.0 | 1,061 | 0.1 | 1,705 | 0.1 |
| ECONOMIC PRICE ADJUSTMENT | 1,187,382 | 3.0 | 3,115,435 | 7.6 | 4,552,926 | 50.8 | 4,245,091 | 47.7 | 19,739 | 1.1 | 13,821 | 0.8 |
| COST REIMBURSEMENT TYPE | 7,009,983 | 17.7 | 5,927,687 | 14.4 | 29,986 | 0.3 | 41,540 | 0.5 | 38,968 | 2.1 | 30,882 | 1.8 |
| NO FEE | 1,461,587 | 3.7 | 1,722,780 | 4.2 | 5,583 | 0.1 | 2,254 | 0.0 | 20,889 | 1.1 | 19,081 | 1.1 |
| FIXED FEE | 3,416,800 | 8.6 | 2,132,581 | 5.2 | 24,403 | 0.3 | 39,286 | 0.4 | 3,013 | 0.2 | 7,117 | 0.4 |
| INCENTIVE FEE | 486,764 | 1.2 | 908,050 | 2.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| AWARD FEE | 1,044,812 | 4.1 | 1,244,256 | 3.0 | 0 | 0.0 | 0 | 0.0 | 15,066 | 0.8 | 9,684 | 0.6 |
| OTHER TYPES | 1,155,058 | 2.9 | 1,124,151 | 2.7 | 4,382 | 0.0 | 493 | 0.0 | 0 | 0.0 | 40 | 0.0 |
| TIME AND MATERIALS | 839,772 | 2.1 | 794,730 | 1.9 | 2,677 | 0.0 | 214 | 0.0 | 0 | 0.0 | 40 | 0.0 |
| LABOR HOURS | 315,266 | 0.8 | 329,421 | 0.8 | 1,705 | 0.0 | 279 | 0.0 | 0 | 0.0 | 0 | 0.0 |

A/ For definitions and coverage, see notes on coverage.
 B/ Includes Other Defense Agency awards not included elsewhere in this table.
 * Less than 0.05 percent.

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**DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1988**

NUMBER OF PROCUREMENT ACTIONS

| TYPE OF CONTRACT PRICING PROVISION | TOTAL B/ | | | | ARMY | | | | NAVY | | | |
|---------------------------------------|-----------------|-------|----------|---------|-----------------|-------|----------|--------|-----------------|-------|----------|--------|
| | OCT 87 - SEP 88 | | | | OCT 87 - SEP 88 | | | | OCT 87 - SEP 88 | | | |
| | TOTAL | % | NEW WORK | OTHER | TOTAL | % | NEW WORK | OTHER | TOTAL | % | NEW WORK | OTHER |
| TOTAL | 14,751,186 | 100.0 | 93,115 | 136,844 | 4,289,448 | 100.0 | 22,425 | 34,328 | 3,519,206 | 100.0 | 29,683 | 44,691 |
| INTRAGOVERNMENTAL/FMS | 983,533 | | | | 270,781 | | | | 376,167 | | | |
| ACTIONS \$25,000 OR LESS | 13,527,894 | | | | 3,981,914 | | | | 3,069,855 | | | |
| ACTIONS OVER \$25,000 | 229,959 | | | | 56,753 | | | | 74,374 | | | |
| FIXED PRICE TYPE | 182,173 | 79.2 | 82,771 | 99,402 | 46,824 | 82.5 | 19,982 | 26,842 | 49,171 | 66.1 | 24,622 | 24,549 |
| FIRM | 186,531 | 72.4 | 80,146 | 86,385 | 43,486 | 76.6 | 19,755 | 23,731 | 47,033 | 83.2 | 24,295 | 22,738 |
| REDETERMINABLE | 88 | 0.0 | 22 | 64 | 15 | 0.4 | 2 | 13 | 18 | 0.5 | 10 | 8 |
| INCENTIVE | 5,822 | 2.5 | 838 | 4,984 | 225 | 0.4 | 86 | 159 | 1,799 | 2.4 | 228 | 1,571 |
| ECONOMIC PRICE ADJUSTMENT | 9,734 | 4.2 | 1,765 | 7,969 | 3,098 | 5.5 | 159 | 2,939 | 321 | 0.4 | 89 | 232 |
| COST REIMBURSEMENT TYPE | 38,511 | 15.9 | 8,593 | 27,918 | 7,731 | 13.6 | 2,217 | 5,514 | 19,491 | 26.2 | 3,917 | 15,584 |
| NO FEE | 2,822 | 12.7 | 2,890 | 18,026 | 4,440 | 2.0 | 1,357 | 3,083 | 12,220 | 3.5 | 1,124 | 11,096 |
| FIXED FEE | 2,522 | 10.7 | 5,247 | 18,087 | 4,558 | 1.0 | 1,124 | 3,434 | 14,272 | 18.9 | 2,492 | 11,780 |
| INCENTIVE FEE | 1,284 | 0.6 | 247 | 1,037 | 558 | 1.0 | 114 | 444 | 1,427 | 1.9 | 256 | 1,171 |
| AWARD FEE | 4,821 | 2.1 | 672 | 4,149 | 1,209 | 2.1 | 207 | 1,002 | 2,406 | 3.2 | 265 | 2,141 |
| OTHER TYPES | 11,275 | 4.9 | 1,751 | 9,524 | 2,198 | 3.9 | 226 | 1,972 | 5,722 | 7.7 | 1,144 | 4,578 |
| TIME AND MATERIALS | 9,352 | 4.1 | 1,152 | 8,200 | 2,149 | 3.8 | 212 | 1,937 | 4,424 | 5.9 | 598 | 3,826 |
| LABOR HOURS | 1,923 | 0.8 | 1,599 | 1,324 | 49 | 0.1 | 14 | 35 | 1,298 | 1.7 | 548 | 750 |

| TYPE OF CONTRACT PRICING PROVISION | AIR FORCE | | | | DEFENSE LOGISTICS AGENCY | | | | CIVIL FUNCTIONS | | | |
|---------------------------------------|-----------------|-------|----------|--------|--------------------------|-------|----------|--------|-----------------|-------|----------|-------|
| | OCT 87 - SEP 88 | | | | OCT 87 - SEP 88 | | | | OCT 87 - SEP 88 | | | |
| | TOTAL | % | NEW WORK | OTHER | TOTAL | % | NEW WORK | OTHER | TOTAL | % | NEW WORK | OTHER |
| TOTAL | 4,927,020 | 100.0 | 19,375 | 36,678 | 1,358,820 | 100.0 | 18,202 | 11,606 | 540,134 | 100.0 | 1,943 | 3,478 |
| INTRAGOVERNMENTAL/FMS | 259,222 | | | | 39,942 | | | | 31,445 | | | |
| ACTIONS \$25,000 OR LESS | 4,611,745 | | | | 1,289,070 | | | | 503,268 | | | |
| ACTIONS OVER \$25,000 | 56,053 | | | | 29,808 | | | | 5,421 | | | |
| FIXED PRICE TYPE | 45,497 | 81.2 | 17,253 | 28,144 | 29,520 | 99.4 | 18,171 | 11,449 | 5,251 | 96.9 | 1,883 | 3,368 |
| FIRM | 41,026 | 73.2 | 16,560 | 24,466 | 27,740 | 93.1 | 16,940 | 10,800 | 5,226 | 96.5 | 1,878 | 3,351 |
| REDETERMINABLE | 33 | 0.1 | 4 | 29 | 6 | 0.0 | 0 | 2 | 0 | 0.0 | 0 | 0 |
| INCENTIVE | 3,686 | 6.6 | 541 | 3,145 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 |
| ECONOMIC PRICE ADJUSTMENT | 742 | 1.3 | 248 | 494 | 1,874 | 6.3 | 1,227 | 647 | 15 | 0.3 | 4 | 11 |
| COST REIMBURSEMENT TYPE | 7,287 | 13.0 | 1,652 | 5,635 | 165 | 0.6 | 26 | 139 | 170 | 3.1 | 60 | 110 |
| NO FEE | 1,521 | 2.7 | 1,320 | 1,201 | 22 | 0.1 | 5 | 17 | 103 | 1.9 | 40 | 63 |
| FIXED FEE | 4,366 | 7.8 | 1,110 | 3,256 | 143 | 0.5 | 21 | 122 | 29 | 0.5 | 10 | 19 |
| INCENTIVE FEE | 1,301 | 0.5 | 58 | 1,243 | 0 | 0.0 | 0 | 0 | 0 | 0.0 | 0 | 0 |
| AWARD FEE | 1,099 | 2.0 | 184 | 915 | 0 | 0.0 | 0 | 0 | 38 | 0.7 | 10 | 28 |
| OTHER TYPES | 2,269 | 5.8 | 370 | 2,899 | 23 | 0.1 | 5 | 18 | 0 | 0.0 | 0 | 0 |
| TIME AND MATERIALS | 2,725 | 4.9 | 336 | 2,389 | 12 | 0.1 | 4 | 8 | 0 | 0.0 | 0 | 0 |
| LABOR HOURS | 544 | 1.0 | 34 | 510 | 11 | 0.1 | 1 | 10 | 0 | 0.0 | 0 | 0 |

NOTE: Refer to first page of this table for footnotes.

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**DoD Prime Contract Awards by Type of Contract Pricing Provision,
According to Defense Component: FY 1987**

NUMBER OF PROCUREMENT ACTIONS

| TYPE OF CONTRACT PRICING PROVISION | TOTAL B/ | | | ARMY | | | NAVY | | |
|---------------------------------------|-----------------|-------|----------|-----------------|-------|----------|-----------------|-------|----------|
| | OCT 86 - SEP 87 | | | OCT 86 - SEP 87 | | | OCT 86 - SEP 87 | | |
| | TOTAL | % | NEW WORK | TOTAL | % | NEW WORK | TOTAL | % | NEW WORK |
| TOTAL | 15,307,009 | | | 4,457,866 | | | 3,721,429 | | |
| INTRAGOVERNMENTAL/FMS | 1,192,208 | | | 325,648 | | | 431,109 | | |
| ACTIONS \$25,000 OR LESS | 13,878,525 | | | 4,071,814 | | | 3,217,420 | | |
| ACTIONS OVER \$25,000 | 236,276 | 100.0 | 105,786 | 60,404 | 100.0 | 27,172 | 72,900 | 100.0 | 28,216 |
| FIXED PRICE TYPE | 190,484 | 80.5 | 94,698 | 50,701 | 83.9 | 24,597 | 48,816 | 67.0 | 23,311 |
| REIMBURSEMENT TYPE | 175,015 | 75.8 | 91,675 | 47,928 | 79.5 | 24,345 | 46,516 | 63.8 | 22,931 |
| FEET | 175,015 | 75.8 | 91,675 | 47,928 | 79.5 | 24,345 | 46,516 | 63.8 | 22,931 |
| REDETERMINABLE | 5,117 | 2.4 | 1,030 | 284 | 0.5 | 86 | 1,811 | 2.5 | 218 |
| INCENTIVE | 5,649 | 2.4 | 1,961 | 2,397 | 4.0 | 159 | 459 | 0.6 | 100 |
| ECONOMIC PRICE ADJUSTMENT | | | | | | | | | |
| COST REIMBURSEMENT TYPE | 35,731 | 15.1 | 9,593 | 7,859 | 13.0 | 2,427 | 18,713 | 25.7 | 4,026 |
| NO FEE | 5,520 | 2.3 | 2,176 | 1,472 | 2.4 | 581 | 2,372 | 3.3 | 1,053 |
| FIXED FEE | 24,563 | 10.4 | 6,438 | 4,936 | 8.2 | 1,570 | 13,611 | 18.7 | 2,616 |
| INCENTIVE FEE | 1,579 | 0.7 | 337 | 517 | 0.9 | 91 | 571 | 0.8 | 116 |
| AWARD FEE | 4,069 | 1.7 | 642 | 934 | 1.5 | 185 | 2,159 | 3.0 | 281 |
| OTHER TYPES | 10,061 | 4.3 | 1,494 | 1,844 | 3.1 | 148 | 5,371 | 7.4 | 879 |
| TIME AND MATERIALS | 8,366 | 3.5 | 984 | 1,300 | 2.9 | 137 | 4,122 | 5.7 | 437 |
| LABOR HOURS | 1,695 | 0.7 | 510 | 1,44 | 0.1 | 11 | 1,249 | 1.7 | 442 |

| TYPE OF CONTRACT PRICING PROVISION | AIR FORCE | | | DEFENSE LOGISTICS AGENCY | | | CIVIL FUNCTIONS | | |
|---------------------------------------|-----------------|-------|----------|--------------------------|-------|----------|-----------------|-------|----------|
| | OCT 86 - SEP 87 | | | OCT 86 - SEP 87 | | | OCT 86 - SEP 87 | | |
| | TOTAL | % | NEW WORK | TOTAL | % | NEW WORK | TOTAL | % | NEW WORK |
| TOTAL | 5,106,163 | | | 1,395,352 | | | 513,458 | | |
| INTRAGOVERNMENTAL/FMS | 334,530 | | | 47,703 | | | 35,221 | | |
| ACTIONS \$25,000 OR LESS | 4,714,994 | | | 1,315,459 | | | 472,666 | | |
| ACTIONS OVER \$25,000 | 55,639 | 100.0 | 22,266 | 32,190 | 100.0 | 21,669 | 5,571 | 100.0 | 2,112 |
| FIXED PRICE TYPE | 47,758 | 84.3 | 20,243 | 32,044 | 99.5 | 21,628 | 5,443 | 97.7 | 2,069 |
| REIMBURSEMENT TYPE | 43,318 | 78.5 | 19,233 | 30,133 | 93.6 | 20,238 | 5,406 | 97.0 | 2,082 |
| FEET | 43,318 | 78.5 | 19,233 | 30,133 | 93.6 | 20,238 | 5,406 | 97.0 | 2,082 |
| REDETERMINABLE | 3,566 | 6.3 | 695 | 6 | 0.0 | 2 | 0 | 0.0 | 0 |
| INCENTIVE | 841 | 1.5 | 306 | 1,905 | 5.9 | 1,388 | 28 | 0.5 | 2 |
| ECONOMIC PRICE ADJUSTMENT | | | | | | | | | |
| COST REIMBURSEMENT TYPE | 6,218 | 11.0 | 1,705 | 139 | 0.4 | 41 | 127 | 2.3 | 43 |
| NO FEE | 1,367 | 2.4 | 433 | 11 | 0.0 | 2 | 95 | 1.7 | 34 |
| FIXED FEE | 3,635 | 6.4 | 1,034 | 128 | 0.4 | 39 | 17 | 0.3 | 3 |
| INCENTIVE FEE | 367 | 0.6 | 76 | 0 | 0.0 | 0 | 0 | 0.0 | 0 |
| AWARD FEE | 849 | 1.5 | 162 | 0 | 0.0 | 0 | 15 | 0.3 | 6 |
| OTHER TYPES | 2,653 | 4.7 | 318 | 7 | 0.0 | 0 | 1 | 0.0 | 0 |
| TIME AND MATERIALS | 2,283 | 4.0 | 232 | 5 | 0.0 | 0 | 1 | 0.0 | 0 |
| LABOR HOURS | 380 | 0.7 | 43 | 2 | 0.0 | 0 | 0 | 0.0 | 0 |

NOTE: Refer to first page of this table for footnotes.

Prepared By: Washington Headquarters Services
Directorate For Information
Operations and Reports

TABLE 17
DoD Prime Contract Awards by Type of Contract Pricing Provision
FY 1988 - FY 1979 ^{A/}

(AMOUNTS IN THOUSANDS)

| TYPE OF CONTRACT PRICING PROVISION | FY 1988 | | FY 1987 | | FY 1986 | | FY 1985 | | FY 1984 | |
|---|---------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|
| | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % | AMOUNT | % |
| TOTAL | \$129,871,904 | 100.0 | \$135,458,767 | 100.0 | \$137,542,840 | 100.0 | \$139,912,096 | 100.0 | \$125,018,710 | 100.0 |
| FIXED PRICE TYPE (SUB-TOTAL) | 102,063,797 | 78.6 | 108,133,372 | 79.8 | 112,101,580 | 81.5 | 115,552,316 | 82.6 | 100,916,834 | 80.7 |
| Firm | 71,194,956 | 54.8 | 78,676,574 | 58.1 | 73,860,472 | 52.7 | 74,503,325 | 53.3 | 62,825,854 | 50.2 |
| Redeterminable | 74,446 | 0.1 | 3,052 | 0.0 | 198,018 | 0.1 | 297,260 | 0.2 | 567,981 | 0.4 |
| Incentive | 21,347,824 | 16.4 | 19,025,753 | 14.0 | 21,337,310 | 15.6 | 24,337,617 | 17.4 | 21,840,000 | 17.5 |
| Escalation | 9,446,471 | 7.3 | 10,428,993 | 7.7 | 16,644,780 | 12.1 | 16,414,084 | 11.7 | 15,673,309 | 12.5 |
| COST REIMBURSEMENT AND OTHER TYPES | 27,808,107 | 21.4 | 27,325,395 | 20.2 | 25,441,260 | 18.5 | 24,359,780 | 17.4 | 24,101,876 | 19.3 |
| No Fee | 2,579,245 | 2.0 | 2,779,325 | 2.1 | 2,157,867 | 1.6 | 2,075,797 | 1.5 | 1,880,809 | 1.5 |
| Fixed Fee | 13,986,018 | 10.8 | 13,006,905 | 9.6 | 11,897,165 | 8.6 | 11,400,151 | 8.1 | 10,439,885 | 8.4 |
| Incentive Fee | 3,401,078 | 2.6 | 5,156,987 | 3.8 | 5,730,251 | 4.2 | 6,369,419 | 4.6 | 6,675,890 | 5.3 |
| Award Fee | 5,430,496 | 4.2 | 4,148,968 | 3.1 | 3,885,876 | 2.8 | 3,295,754 | 2.4 | 3,948,301 | 3.2 |
| Other B/ | 2,411,270 | 1.9 | 2,235,210 | 1.7 | 1,790,101 | 1.3 | 1,218,659 | 0.9 | 1,159,011 | 0.9 |
| TOTAL | \$119,805,115 | 100.0 | \$104,776,138 | 100.0 | \$88,382,777 | 100.0 | \$67,340,684 | 100.0 | \$58,114,392 | 100.0 |
| FIXED PRICE TYPE (SUB-TOTAL) | 98,130,187 | 81.9 | 80,326,610 | 76.7 | 68,617,523 | 77.7 | 50,736,033 | 75.3 | 43,143,170 | 74.2 |
| Firm | 55,195,592 | 46.1 | 52,700,545 | 50.3 | 42,092,404 | 47.6 | 31,055,373 | 46.1 | 26,359,716 | 45.4 |
| Redeterminable | 807,403 | 0.8 | 1,348,508 | 1.3 | 1,504,164 | 1.7 | 1,204,045 | 1.8 | 1,204,459 | 2.1 |
| Incentive | 25,359,090 | 21.2 | 16,428,479 | 15.7 | 11,754,072 | 13.3 | 8,160,808 | 12.1 | 9,704,959 | 16.7 |
| Escalation | 16,568,102 | 13.9 | 9,851,078 | 9.4 | 13,266,883 | 15.0 | 10,314,807 | 15.3 | 5,874,836 | 10.1 |
| COST REIMBURSEMENT AND OTHER TYPES | 21,674,928 | 18.1 | 24,449,528 | 23.3 | 19,745,254 | 22.3 | 16,604,651 | 24.7 | 14,971,222 | 25.8 |
| No Fee | 1,670,491 | 1.4 | 1,958,292 | 1.9 | 1,387,621 | 1.5 | 1,333,227 | 2.0 | 1,162,825 | 2.0 |
| Fixed Fee | 11,306,829 | 9.4 | 9,930,364 | 9.5 | 7,934,342 | 9.0 | 7,104,473 | 10.6 | 6,683,882 | 11.5 |
| Incentive Fee | 4,487,490 | 3.7 | 7,853,877 | 7.6 | 6,674,309 | 7.6 | 5,537,983 | 8.2 | 5,078,528 | 8.7 |
| Award Fee | 3,193,389 | 2.7 | 3,843,599 | 3.5 | 2,953,515 | 3.3 | 2,019,427 | 3.0 | 1,548,047 | 2.7 |
| Other B/ | 1,016,739 | 0.8 | 963,296 | 0.9 | 815,467 | 0.9 | 609,541 | 0.9 | 496,940 | 0.9 |

A/ For Definitions and Coverage, See Notes on Coverage.
B/ Includes Time and Materials and Labor Hour Contracts.
* Less than 0.05 percent.

DOD SMALL BUSINESS SUBCONTRACTING PROGRAM

Commitments for DoD small business subcontracting work by 1,571 reporting large contractors totaled \$58,798 million in FY 1988, which was a 10.7 percent increase from the \$53,116 million reported by 1,469 large contractors in FY 1987.

Small businesses received 37.9 percent of the total committed for subcontracting work during FY 1988, compared with 40.6 percent for FY 1987. Comparative data for FY 1979 through FY 1988 are given below.

(Amounts in Millions)

| | 1988 | 1987 | 1986 | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 |
|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| 1. Number of Large Contractors Reporting | 1,571 | 1,469 | 1,353 | 1,205 | 1,208 | 1,173 | 1,170 | 1,133 | 1,023 | 832 |
| 2. Military Subcontract Commitments | \$58,798 | \$53,116 | \$52,898 | \$54,494 | \$47,582 | \$39,796 | \$35,329 | \$33,937 | \$25,499 | \$21,245 |
| a. Small Businesses | 22,309 | 21,559 | 20,362 | 20,145 | 17,957 | 15,598 | 13,380 | 13,006 | 10,824 | 9,071 |
| b. Other Businesses | 36,489 | 31,557 | 32,536 | 34,349 | 29,625 | 24,198 | 21,949 | 20,931 | 14,675 | 12,174 |
| 3. Percent of Total to Small Business Concerns (Line 2a / Line 2) | 37.9 | 40.6 | 38.5 | 37.0 | 37.7 | 39.2 | 37.9 | 38.3 | 42.4 | 42.7 |

GLOSSARY OF TERMS

Businesses. Businesses are companies, individuals, or partnerships organized for profit, including small businesses as defined below.

Civil Functions. Functions primarily associated with the Civil Works program of the Army Corps of Engineers. This program encompasses planning, programming, designing, constructing, and operating Federal Water resource projects for navigation, flood control, hydroelectric power production, water supply, recreation, and related activities. Also included are cemetery work and conservation management.

Competed Procurement.

For solicitations issued prior to the Competition in Contracting Act (CICA):

Price Competition - Two or more bids or offers were received under formal advertising or negotiated methods of procurement, and award was made to the lowest responsive and responsible bidder or offeror.

Technical & Design Competition - Two or more offers were received, and award was made to the offeror with the best overall technical and design proposal. Cost is one of the factors in the evaluation. Sources for most major weapon systems resulted from initial competition in the design and development stage.

For solicitations issued subsequent to the Competition in Contracting Act:

Awards where solicitations were issued pursuant to full and open competition procedures or awards where two or more offers were received following solicitation pursuant to other than full and open competition procedures, and award was made to the lowest responsive and responsive offeror.

Defense Logistics Agency. The Defense Supply Agency (DSA) was established on January 1, 1962, to manage, procure, and distribute certain common supplies, activities which had previously been the responsibility of the individual military departments. The agency name was changed on January 1, 1977, to the Defense Logistics Agency (DLA).

Educational and Nonprofit Institutions. Any corporation, foundation, trust, or institution operating on a not-for-profit basis. Included are educational and scientific institutions, hospitals of a nonprofit nature, and state, local, and other non-Federal government agencies. If the work of these institutions meets the criteria of the category "Work Outside the United States" (see below), it is included in the data for that category.

Intragovernmental Order. Orders written by a military department or Defense agency purchasing office requesting that a non-Defense Federal agency furnish supplies or services from its stocks, in-house manufacturing facilities, or contracts.

Location of Work. The place where an item is to be manufactured, assembled, or otherwise supplied by the prime contractor; the place where the service is to be performed; or the site of a construction project.

Military Functions. Activities normally associated with the support of the Uniformed Services.

Net Value. The net amount of debit and credit procurement actions recorded during the period.

Other Defense Agencies

Armed Forces Radio & Television Service
Defense Advanced Research Projects
Agency
Defense Commercial Communications Office
Defense Communications Agency
Defense Mapping Agency
Defense Nuclear Agency
Defense Supply Service - Washington
National Security Agency
Office for the Civilian Health & Medical
Program of the Uniformed Services
(CHAMPUS)
Strategic Defense Initiative Organization
Uniformed Services University of
Health Sciences

Prime Contract Award. A legally binding agreement executed by a department of an agency of DoD to obtain supplies, services, or construction.

Procurement Action. An action involving the obligation or deobligation of funds which officially awards or changes a prime contract. This may include the award of a new prime contract, a debit or credit change to an existing prime contract, or an order written against an indefinite delivery-type contract or basic ordering agreement.

Small Businesses. A small business is defined by the Small Business Administration in the Federal Register (Title 13, Chapter 1, Part 121). The definition also appears in the Federal Acquisition Regulation (19.101). Generally, a small business is one that is independently owned and operated, is

not dominant in its field of operations, and with its affiliates does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000, depending on the type of product called for by the contract). For construction and some service industries, the criterion is a specified annual dollar volume of sales or receipts, rather than the number of employees.

Subcontract Commitment. A legal agreement between contractors establishing the value of goods and services required to fulfill a contract. The goods or services are provided by one contractor (called the subcontractor) to the contractor with the major or prime contract.

Subcontract Payment. A cash payment made by one contractor to another for supplies, services, or construction required by a prime contract.

United States. The 50 states, the District of Columbia, and the outlying areas of the United States.

Work Inside the United States. An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government agency with a place of performance inside the United States (see above).

Work Outside the United States. An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government agency with a place of performance outside of the United States (see above).